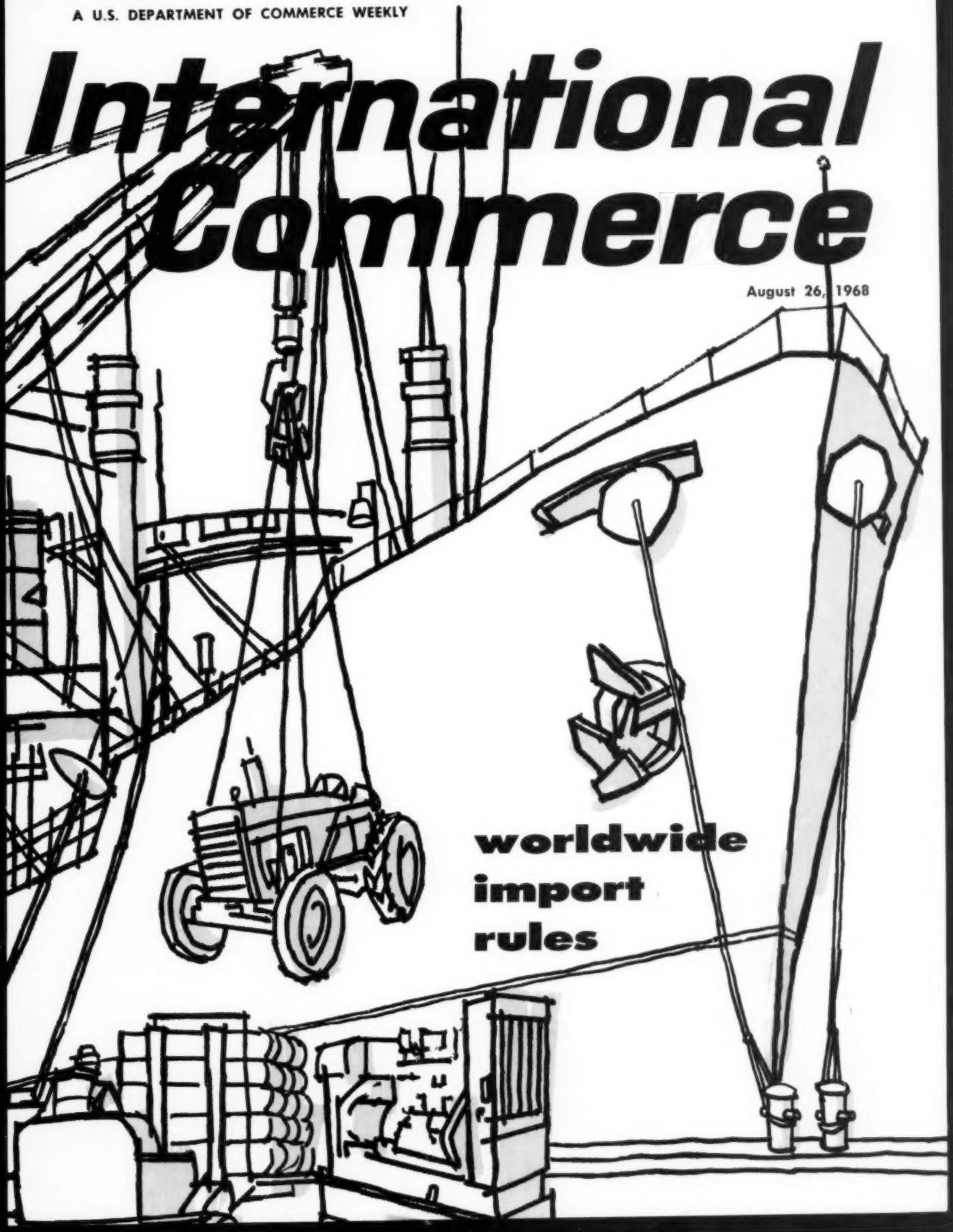
A U.S. DEPARTMENT OF COMMERCE WEEKLY

# International Commerce

August 26, 1968



## worldwide import rules

# International Trade Winds

## Company News

COMMUNICATIONS—Western Union, International, Inc., New York, and Communicaciones, S.A., Panama, have jointly formed a new company to be known as COMSA/WUI. The new firm will provide international public message telegraph, leased channel, and telex services between the Republic of Panama (including the Canal Zone) and other countries.

FOOD SERVICE EQUIPMENT—Jet Spray International Corp., Waltham, Mass., has signed an agreement with Frio Comercial, S.A., of Mexico City for the manufacture of Jet Spray beverage dispensers in Mexico. Frio Comercial will initiate a network of regional distributorships for Jet Spray refrigerated visual dispensers in Mexico. The new agreement brings to 97 the number of countries around the world in which Jet Spray dispensers are distributed.

HOTELS—Inter-Continental Hotels Corp., a subsidiary of Pan American World Airways, New York, is approaching completion of an addition to the Hotel Ivoire, Abidjan, Ivory Coast, that will more than double the hotel's number of guest rooms. The 30-story tower addition will increase the number of rooms to 467, to accommodate the increasing flow of visitors to the Ivory Coast. Inter-Continental currently manages 40 hotels on five continents, with new openings in Africa set for Lusaka and Victoria Falls, Zambia this year, and Nairobi, Kenya, and Kinshasa, Congo in 1969.

GRAIN PRODUCTS—The Pillsbury Co., Minneapolis, and Garvey Grain, Inc., Wichita, Kan., are the principal U.S. partners with local investors in a $4 million flour and animal feed manufacturing complex just completed near Kingston, Jamaica. Half the stock in Jamaica Flour Mills, Ltd., which will operate the complex, is owned by local residents. Plans call for the flour plant to produce 100 million pounds of bakers' flour yearly, with production of home use flour to start within a year. The feed mill will produce 26,000 tons of poultry and animal feed at first, with expansion capacity to 40,000 tons.

# Newsletter

Immediate response to the announcement that Commerce Department is ready to receive market development proposals in the new Joint Export Association program indicates widespread industry interest. Firms, associations and consultants made requests for about 200 copies of the program guidelines within a few hours after the news broke.

A trade show that goes on and on was begun in April at the Bangkok U.S. Trade Development Center—the Child Care and Medical Equipment Show. A film loan program stemmed from the exhibition. Since April there have been more than 250 individual showings of the films. Some 7,500 members of the Thai medical profession have attended. Elbridge A. Smith of J. D. Marshall International, who knows the Southeast Asia region well, says "I know of no better vehicle to provide such wide and effective exposure."

Export interest runs high and firm among U.S. manufacturers of woodworking machinery and furniture supplies, according to a survey in that field by the National Assn. of Furniture Manufacturers. Polling exhibitors in their upcoming international trade fair in Louisville, Sept. 14-18, the NAFM found 79 of 313 U.S. participants either exporting or interested in doing so. Only eight firms among the 79 in a position to expand exports responded that such expansion was not in their plans.

What is the trend in the flow of resources from the industrialized to the developing nations? Latest figures from the Organization for Economic Cooperation and Development, covering both public and private activity out of the U.S., Canada, Japan and Western Europe, put the 1967 total at $11.4 billion, up 8% from 1966. Perhaps the best index to this flow is that it represents 0.94% of the combined national incomes of the "have" nations.

An ADELA-type operation in Asia may be moving closer to reality. Such a multinational private investment company, which would draw support from Japan, North America and Western Europe, was discussed last year in Tokyo by the Confederation of Asian Chambers of Commerce and Industry and this May in Sydney by the Pacific Basin Economic Cooperation Committee. The proposed company would offer not only development capital but managerial and technical assistance, and work to reinforce the place of private enterprise in Asia's emerging nations.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

U.S. Department of Commerce

C. R. Smith
*Secretary*

Lawrence C. McQuade
*Assistant Secretary for Domestic and International Business*

Lawrence A. Fox
*Director, Bureau of International Commerce*

Clarence M. Zens
*Managing Editor*

America A. W. Favale
*Director of Graphics*

Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must submit $28.00 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to any U.S. Department of Commerce Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

All subscription inquiries and address changes should be directed to the Superintendent of Documents at the above address. This is the central distribution agency for U.S. Government periodicals.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on June 17, 1966.

## the cover

Staff artist Wyatt G. Brown's impression of goods moving from the U.S. to destinations around the world introduces this week's summary of the import rules of more than 140 countries, pages 2-9. Prepared by the Office of International Regional Economics in Commerce Department's Bureau of International Commerce, this digest of trade regulations is revised and updated each year.

August 26, 1968

Volume 74

Number 35

# International Commerce

*Published by*

BUREAU OF INTERNATIONAL COMMERCE

**Special Report** — Import Rules of More Than 140 Governments Listed, Pages 2-9

**Total Trade Up, Surplus Down in First Half** 10
Imports running 20% ahead of 1967 pace; exports shake 1967 sluggishness to score 6% advance

**Both Payments Measures Show Optimistic Signs** 16
Liquidity balance about the same as first quarter, but better than year ago; official reserves in sharp gain

**U.K. Sees Economic Upturn in 1969** 18
Many economists feel it will be that long before the full effects of the devaluation are felt

MISCELLANEOUS—Agribusiness group's meeting will spur exports 15
Foreign language advertising helps Massachusetts firm to 'E' award 17
WORLDWIDE BUSINESS OUTLOOK—Sweden's economy shaking off slump 21
FOREIGN GOVERNMENT ACTIONS—Europeans to aid Indonesian rice 24
Greece regulates imports of small health machines of doubtful value 24
Spain opens duty-free quota on imports of iron and steel slabs 24
U.S. GOVERNMENT ACTIONS—Report shows exports to Bloc down 25
Tariff Commission hearing on furazolidone set for Sept. 10 25
INVESTMENT, LICENSING OPPORTUNITIES—Belgian quarry seeks partner 26
Reporting regulations eased for small-scale foreign investors 26
Handling equipment license sought by French manufacturer 26
WORLD TRADE OPPORTUNITIES—Brazil seeks bids on water turbines 27
World Bank supplies tender documents on Malaysian irrigation project 27
Argentine agency announces plans for $1 million aqueduct 28
NEW BOOKS AND REPORTS—OBR's on Mexico, Germany, Ecuador on hand 36

# Worldwide import rules summarized for traders

## Latest requirements for import licenses, exchange regulations, controls detailed in listing

*Prepared in the Office of International Regional Economics*

Import license and exchange permit requirements, as of August 1968, of more than 140 foreign Governments are summarized below.

Countries are listed alphabetically under five regional groupings.

Many countries do not permit import of foreign goods without import licenses, which must be obtained by the buyer. Such licenses are imposed largely to control the flow of trade for balance-of-payments reasons.

Where an open general license system is in effect, it customarily means that no specific license is needed for individual imports.

Quotas may be used in conjunction with import licenses, restricting imports to a definite quantity of certain classes of goods for a specified period. Quotas usually are allocated to individual countries or groups of countries, or a global quota may be set up on a first-come, first-served basis.

### Foreign exchange controls

Many countries require the importer to obtain an exchange permit for foreign currency to pay for the import. In some of these countries, foreign exchange controls take the place of import licenses. These controls may be imposed to conserve exchange for purchase of those imports considered essential, or to apportion available exchange among importers.

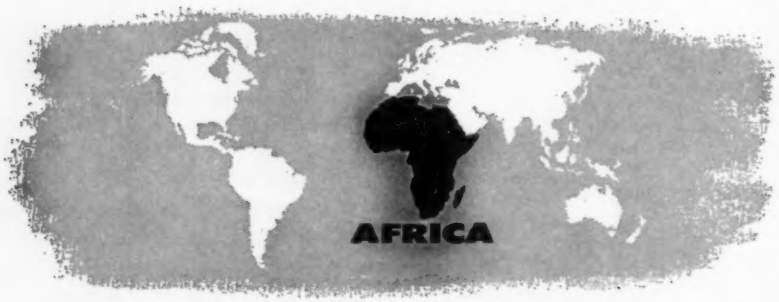
In these cases, the foreign Government assumes control over all foreign exchange arising from the country's exports, with power to release it to importers desiring foreign means of payment for imports.

In cases where both import licenses and exchange permits are called for, some countries provide for the automatic release of the necessary foreign exchange when granting the import license.

The import license must sometimes be granted before goods can be ordered, and the exchange permit, when required, must also be obtained before the importers can make payment. U.S. exporters are urged to make certain before shipping that the foreign importer has obtained the required license, and they should insist on being furnished the identifying number or symbol of the permit.

The regulations listed below apply primarily to goods of U.S. origin and to other goods payable in U.S. dollars. They update a tabulation of world import and exchange permit requirements published in INTERNATIONAL COMMERCE, August 14, 1967.

More detailed information on licensing and exchange control regulations of individual countries is published in the Overseas Business Reports (OBR) series entitled *"Foreign Trade Regulations of (country)*," available for 15 cents each, from Commerce Department Field Offices and from Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. For convenience, the number of each current OBR covering foreign trade regulations of a country is included if available.




**ALGERIA**—Import license required for a number of products which are subject to import quotas. Licenses valid for three to six months and cannot be renewed or extended. Most imports require exchange permits. OBR 64-122.

**BOTSWANA**—Import licenses necessary except for commodities on Free List or goods of minor value (for example, samples, gifts under one rand—US $1.40—in value) on Exempted List. Most capital goods, industrial raw materials, maintenance spares, consumable stores, and certain consumer goods licensed freely on basis of "reasonable requirements," provided these commodities are not available in South Africa. Issuance of import licenses for vehicles, assembled or unassembled, strictly controlled. "Consumer requirements" are subject to quotas. Licenses issued during any calendar year are valid for shipment up to March 30 of following year. Once license has been issued, acquisition of foreign exchange from an authorized bank is assured.

**BURUNDI**—Import license required for all imports and is valid for six months. Granting of license assures release of foreign exchange.

**CAMEROON and EQUATORIAL CUSTOMS UNION —Central African Republic, Chad, Congo (Brazzaville), Gabon**—Import license required for non-franc zone countries, Exchange Office visa necessary on license, issuance of which assures release of foreign exchange. Licenses, valid for six months from date of issuance of exchange visa, renewable for two periods of three months each for non-capital goods and for three periods of six months each for capital goods. OBR 64-98.

**CONGO (Kinshasa)**—Import license required; usually issued on a four-month basis, with extensions permitted. Foreign exchange is controlled, but issuance of import license normally guarantees release of foreign exchange. In addition, it is possible for firms paying for goods with own foreign exchange to obtain licenses, if goods are not for resale. OBR 68-6.

**DAHOMEY**—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for six months and renewable twice for periods of three months each for consumer goods and three times for periods of six months each for capital goods. Exchange authorization required, but issu-

ance of license usually carries right to foreign exchange. OBR 64-60.

**ETHIOPIA**—Import license not required, but exchange license must be obtained from the National Bank of Ethiopia before payment can be authorized. Validity of exchange permit generally restricted to 90 days but may be extended. OBR 66-12.

**FRENCH SOMALILAND**—No import license necessary except for certain drugs. Exchange permit not required.

**GAMBIA**—Most goods imported under Open General License; a few excepted items require a specific license. Licenses usually valid for one year. Exchange authorization required, but license usually carries right to foreign exchange.

**GHANA**—Specific import licenses required for most goods except for a few miscellaneous commodities which may be imported under Open General License. Licenses, normally valid for six months or one year, carry right to foreign exchange. OBR 66-77.

**GUINEA**—Imports are strictly controlled and require licenses, with very few exceptions. Import licenses assure release of foreign exchange, but imports from U.S. generally not approved if same articles are available from countries which have trade agreements with Guinea.

**IVORY COAST**—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for six months and renewable twice for periods of three months each for consumer goods and three times for periods of six months each for capital goods. Exchange authorization required, but issuance of license usually carries right to foreign exchange. OBR 64-60.

**KENYA**—Commodities imported under Open General License or a specific import license, valid from date of issue until end of calendar year. Exchange permit issued by an authorized bank is required, but granting of license usually guarantees release of foreign exchange. OBR 66-40.

**LESOTHO**—Import licenses necessary except for commodities on Free List or goods of minor value (for example, samples, gifts under one rand—US $1.40—in value) on Exempted List. Most capital goods, industrial raw materials, maintenance spares, consumable stores, and certain consumer goods licensed freely on basis of "reasonable requirements," provided these commodities are not available in South Africa. Issuance of import licenses for vehicles, assembled or unassembled, strictly controlled. Consumer goods not licensed under "reasonable requirements" are subject to quotas. Licenses issued during any calendar year are valid for shipment up to Mar. 30 of the following year. Once license has been issued, acquisition of foreign exchange from an authorized bank is assured.

**LIBERIA**—Import license necessary for only a few items. Exchange permit not required. OBR 64-90.

**LIBYA**—Most items imported under Open General License but some require a specific license. For goods originating in United States, licenses are valid for six months and may be extended for three months. Longer periods of validity may be granted for imports of industrial or agricultural machinery. Foreign exchange automatically allocated for licensed imports. OBR 65-29.

**MALAGASY REPUBLIC**—Import licenses, based on global quota, required for goods from United States. Licenses are valid for six months and usually are issued in March and September. Two successive extensions of three months each may be granted. License assures release of necessary foreign exchange. OBR 63-141.

**MALAWI**—Import license required. Goods admitted with either an Open General License or a specific license, usually valid for six months. License carries right to foreign exchange. OBR 68-2.

**MALI**—Imports subject to import licenses issued in accordance with government import program that assigns quotas for each import commodity. Licenses valid for six months and in exceptional circumstances renewable for an additional three months. Exchange authorization required. Issuance of license does not guarantee release of foreign exchange. OBR 64-60.

**MAURITANIA**—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for six months and renewable twice for periods of three months each for consumer goods and three times for periods of six months each for capital goods. Exchange authorization required. Issuance of license does not guarantee release of foreign exchange. OBR 64-60.

**MAURITIUS**—Imports subject to either Open General License or a specific license. Licenses usually valid for one year. Exchange authorization required but license usually carries right for foreign exchange.

**MOROCCO**—Imports divided into two groups: those which may be imported freely and those which require a specific import license when imported from any country. Licenses, valid for six months, usually carry right to foreign exchange. OBR 63-110.

**NIGER**—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for six months and renewable twice for periods of three months each for consumer goods and three times for periods of six months each for capital goods. Exchange authorization required. Issuance of license does not guarantee release of foreign exchange. OBR 64-60.

**NIGERIA**—Many imports admitted under Open General License but most consumer goods require a specific license. Exchange authorization required, but issuance of license usually guarantees release of foreign exchange. Period of time for which each individual license is valid is stated thereon. OBR 63-122.

**PORTUGUESE OVERSEAS PROVINCES, including ANGOLA, MOZAMBIQUE, and PORTUGUESE GUINEA**—Imports from United States subject to licensing and prior registration with Foreign Commerce Board. Licenses normally granted only for items deemed essential and not available from Portugal or any of its overseas provinces. Licenses usually valid for 90 days and may be extended if application stating reasons for extension is filed before expiration date. Exchange permit required but license normally assures release of foreign exchange. OBR's 67-4, 66-85.

**RWANDA**—Import license necessary. Valid for six months from first of month following date license is stamped with exchange visa. Licenses for goods considered essential to economy carry right to foreign exchange. Licenses granted for other goods do not include official allocation of exchange.

**SENEGAL**—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities and usually only for those not available within the franc zone. Licenses valid for six months and renewable twice for periods of three months each for consumer goods and three times for periods of six months each for capital goods. Exchange authorization required. Issuance of license does not guarantee release of foreign exchange. OBR 64-60.

**SIERRA LEONE**—Most items admitted under Open General License, but certain commodities subject to a specific license. Licenses usually valid for one year. Exchange permit required, but normally readily granted for legitimate trading transactions. OBR 67-28.

**SOMALI REPUBLIC**—No import license is required on most products. Licenses are required for certain listed goods and are valid for four months. If goods are imported under letters of credit licenses are valid for six months. Exchange authorization is not required except where a license is mandatory. OBR 67-30.

**SOUTH AFRICA, REPUBLIC OF, including SOUTH WEST AFRICA, and the British High Commission Territory of SWAZILAND**—Import licenses necessary except for commodities on Free List or goods of minor value (for example, samples, gifts under 1 rand —U.S. $1.40—in value) on Exempted List. Most capital goods, industrial raw materials, maintenance spares, consumable stores, and certain consumer goods licensed freely on basis of "reasonable requirements," provided these commodities are not available in South Africa. Issuance of import licenses for vehicles, assembled or unassembled, strictly controlled. Consumer goods not licensed under "reasonable requirements," are subject to quotas. Licenses issued during any calendar year are valid for shipment up to Mar. 30 of following year. Once license has been issued, acquisition of foreign exchange from an authorized bank is assured. OBR 68-33. NOTE: Swaziland becomes independent Sept. 6, but its import rules are expected to remain unchanged.

**SOUTHERN RHODESIA**—Import licenses required and are presently issued only for the most essential commodities due to limited foreign exchange. Issuance of license assures release of foreign exchange. (In view of the current situation in

Southern Rhodesia, U.S. businessmen planning to do business with that country may wish to contact the Department of Commerce or their nearest Field Office for information).

**SUDAN**—Goods considered essential for economic development or consumption and other miscellaneous items can be imported under Open General License. Goods which compete with locally produced commodities or are considered luxuries admitted only under a specific import license. Automobiles with a c.i.f. value exceeding 500 Sudanese pounds (1 Sudanese pound = US $2.87) are not licensed, except with special permission. Licenses, valid for three months, may be extended if justifiable reasons are given at least three weeks before expiration date. Exchange authorization required, but license usually assures release of necessary foreign exchange. OBR 66-63.

**TANZANIA**—Most commodities imported under Open General License but some consumer goods require a specific import license. Licenses normally valid for six months. Issuance of license usually assures release of necessary foreign exchange. OBR 66-40.

**TOGO**—Import license required. Valid for six months, but can be renewed twice for periods of three months each for consumer goods and three times for periods of six months each for capital goods. Exchange authorization necessary, but import license usually carries right to foreign exchange. Licensing does not favor franc zone goods. OBR 64-60.

**TUNISIA**—Import license required. For importation of certain capital goods and raw materials considered essential there are no quantitative restrictions, and issuance of license is usually assured. Such items are known as liberalized goods. Nonliberalized commodities, subject to quotas or a special import program, are more strictly licensed. Many nonessential items require advance deposits ranging from 25 to 100% before license is issued. Licenses usually valid for six months. Exchange authorization required, but issuance of license usually assures release of necessary foreign exchange. OBR 65-56.

**UGANDA**—Import license not required for importation of most goods into Uganda. Other goods require a specific import license which is valid for 6 months. Banks are authorized to make payment for imports in any currency on production of proof by importer in Uganda as to value of goods and that they have been or will be imported. OBR 66-40.

**UPPER VOLTA**—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for six months and renewable twice for periods of three months each for consumer goods and three times for periods of six months each for capital goods. Exchange authorization required. Issuance of license does not guarantee release of foreign exchange. OBR 64-60.

**ZAMBIA**—Import license required. Goods are admitted with either Open General License or a specific license, usually valid for six months. License carries right to foreign exchange. OBR 67-20.

**AUSTRIA**—Majority of imports liberalized. Only small number of agricultural items require prior application for import licenses. Licenses normally valid for six months; may be extended for justifiable reasons. No separate exchange permit required. OBR 64-57.

**BELGIUM**—No import license necessary, except for a small number of products. Licenses usually granted freely, where required, and are valid for four months. No separate exchange permit required. OBR 64-26.

**BULGARIA**—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

**CZECHOSLOVAKIA**—Practically all imports are made by government agencies according to plan and do not require an import license or an exchange permit.

**DENMARK**—Import license required only for limited list of nonliberalized products. License usually issued for 12-month pe-

**RECENT DIFFICULTIES** in France have led to new temporary global quotas on some goods. All of these are due to end by Dec. 31. Here, a U.S.-made dredge arrives at a French port.

**YUGOSLAVIA'S IMPROVED INTERNAL TRANSPORTATION** system opens many markets for foreign products. Most imports there involve strict controls over foreign exchange allocations and import licenses.

riod. No separate exchange permit required. OBR 67-92.

**FINLAND**—Import license required only for a limited list of nonliberalized products. License usually valid for six months. No separate exchange permit required. OBR 67-68.

**FRANCE**—Ordinarily no import license necessary, except for limited number of mainly agricultural products, with licenses valid generally for six months and no exchange permit required. Due to the recent extenuating circumstances, new temporary global quotas have been imposed on some goods, primarily certain steel and textile products, motor vehicles and electric and gas domestic appliances. The quotas apply as of July 1, and will end on Nov. 1 for motor vehicles and on Dec. 31 for all other goods. OBR 67-91.

**GERMANY, FEDERAL REPUBLIC OF, including WEST BERLIN**—No import license necessary except for certain agricultural products; a few nonagricultural items also require licenses but these are freely granted. Licenses normally valid for six months. No separate exchange permit required. OBR 68-30.

**GERMANY, SOVIET ZONE, including Soviet sector of Berlin**—Import license necessary; Government agencies responsible for securing own permit. Exchange permit required, but import license automatically provides for allocating necessary foreign exchange.

**GREECE**—No import license necessary except for specified items, including rice, motor vehicles, automotive chassis and bodies, used clothing, textiles, machinery and spare parts, precious metals and articles thereof. No exchange permit required; but applications for foreign exchange must be registered with authorities. Bank of Greece approval required for goods imported under AID authorization. OBR 64-66.

**HUNGARY**—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

**ICELAND**—Import license not necessary for items on extensive free list. For all other items import license required; usually valid for six months. Exchange permit required, except for free list imports. OBR 64-107.

**IRELAND**—Import licenses required only for a few products. License normally valid for maximum of six months. Exchange permit not required, except for importations from United States exceeding £2,000 ($4,800) for each transaction. OBR 64-64.

**ITALY**—Import licenses required only for a limited number of items. Licenses generally valid for six months. No exchange permit required. OBR 68-40.

**LUXEMBOURG**—Import licenses required only for small number of products. Licenses usually granted freely, are valid for four months. No separate exchange permit required. OBR 64-26.

**MALTA**—Import licenses required for relatively few items. Licenses usually valid for eight months.

**NETHERLANDS**—No import license necessary, except for a small number of products. Validity period of import licenses usually conforms to delivery terms of sales contract and may be extended. No separate exchange permit required. OBR 64-31.

**NORWAY**—Import license required only for a limited list of nonliberalized products. Validity period usually indicated on license. No separate exchange permit required. OBR 64-137.

**POLAND**—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

**PORTUGAL, including the AZORES and MADEIRA**—Import licenses necessary but are granted automatically for most products. Valid for six months and can be extended for six months or even longer where justified. The import license also serves as an exchange permit. OBR 66-61.

**ROMANIA**—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

**SPAIN, including CANARY ISLANDS**—Import license not necessary except for nonliberalized products. The import license also serves as an exchange permit. License generally valid for three months. OBR 64-51.

**SWEDEN**—Import license required only for automobiles and certain agricultural products. Licenses for automobiles are granted freely. No separate exchange permit required. Validity period usually indicated on license. OBR 65-14.

**SWITZERLAND**—No import license necessary except for a few agricultural products. No exchange permit required. Licenses generally valid for three months. OBR 65-10.

**UNION OF SOVIET SOCIALIST REPUBLICS**—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for necessary foreign exchange.

**UNITED KINGDOM**—Import licenses not required except for a limited number of products, for example: grapefruit, grapefruit juice, orange juice (except unpasteurized frozen concentrate), fresh apples and pears, and cigars. Licenses valid up to one year but usually issued for six months. Exchange permits, required only for import transactions valued over £2,000 ($4,800) routinely issued. OBR 64-14.

**YUGOSLAVIA**—A fairly complicated system involving strict control over foreign exchange allocations and licensing. However, many items may be freely imported. OBR 65-49.

**GERMAN PURCHASES** of U.S. consumer goods, such as those shown at this America Weeks promotion, usually do not require import licenses. A few agricultural goods and some others need them.

**AUSTRALIA**—Import licenses not necessary except for three items: aluminum products, second hand or used excavating and construction machinery and equipment, used four-wheel drive vehicles (excluding public service type), knitted wear, and unwrought waste and scrap steel. Licenses valid for one year. Exchange permit not required. OBR 68-38.

**CAMBODIA**—SONEXIM, State trading agency, imports on basis of a simple import declaration countersigned by Cambodian Bank of Commerce. Agency carries out all import operations in conformity with a National Import Plan established by Government for each calendar year. Bank of Commerce releases foreign currency and maintains strict control over non-essential imports. There is a special high exchange rate for luxury imports. Trade associations, private firms, Government agencies must submit request for imports to SONEXIM. OBR 65-2.

**HONG KONG**—Import license necessary only for dutiable, strategic, or short-supply goods; relatively few items affected. Exchange permit not required for transactions financed at free market rate but required for a limited number of imports financed at official rate of exchange. OBR 64-77.

**INDONESIA**—Foreign exchange for imports is obtained mainly in two ways: (1) foreign exchange (known as BE exchange) may be purchased from the foreign exchange banks at a rate set three times a week by the central bank and may be used to import over 500 fairly essential commodities; (2) foreign exchange known as complementary or DP exchange, accruing mainly from invisible transactions and export earnings in excess of the net f.o.b. price set for exports by the government and is available on the open market at a rate higher than the BE rate; this may be used to import all goods including less essential items, except five prohibited commodities. OBR 68-53.

**JAPAN**—Import license necessary but readily available for majority of items. Certain items require import quota allocation certificate from Ministry of International Trade and Industry prior to issuance of import license by foreign exchange banks. For other items, only import licenses required—automatically granted by banks. License, valid for six months, carries right to foreign exchange. Importers also required to make advance deposit for some categories of products. OBR 65-11.

**KOREA**—Goods imported into Korea fall into the following four groups: (1) "Import-Banned" goods which, in rare cases, may be imported with the approval of the Ministry of Commerce and Industry (MCI) if they are considered necessary; (2) "Import-Restricted" which items require the prior approval of MCI and licensing to obtain foreign exchange; (3) Export-Import linked items which are imported on an export percentage basis; and (4) Automatic Approval items do not require specific licenses. Importers, after receiving licenses, may purchase, on open market, foreign exchange certificates issued by foreign exchange banks which entitle holder to purchase foreign exchange. Exchange certificates required for all foreign exchange expenditures except invisible transactions of less than $50. Certificates are issued against almost all Korean exchange earnings from private sources and Supporting Assistance (SA) funds from Agency for International Development. OBR 67-55.

**LAOS**—Two types of import financing 1) Imports financed by foreign aid from Australia, the United Kingdom, and the U.S.; and 2) all other imports for which the importer supplies own foreign exchange. Import license and exchange permit required for first category; import license guarantees exchange permit. No import license or exchange permit required for second category.

**MALAYSIA**—Specific import license not required except for a few items not importable under Open General License for reasons of health, safety, or morals. Licenses required for limited number of items to protect domestic industry. Exchange permits not required. Quotas on some agricultural products. OBR 67-35.

**NEW ZEALAND**—Import licenses generally required, although over 150 items, including some raw materials, equipment, and finished goods not made in New Zealand are exempted from import licensing. Approximately 50%, by value, of country's private imports now exempted from licensing. Exchange permit not required. Import licenses usually issued on a licensing year basis and unless cancelled, are available for importation of the specified goods at any time during year. Licenses cease to be valid after end of year, but can be extended. Extensions granted only for special reasons such as shipping strikes or other emergencies. OBR 68-42.

**SINGAPORE**—Specific import license not required except for a few items not importable under Open General License for reasons of health, safety, or morals. Licenses required for limited number of items to protect domestic industries. Exchange permits not required. Quotas exist on a variety of items. OBR 67-73.

**PHILIPPINES**—Generally, no import license is needed except for those items whose importation is regulated or prohibited to protect domestic industry, assure national safety and public morals. No exchange li-

**FAR EASTERN TRADE REGULATIONS** are explained completely in the 13 Overseas Business Reports referenced in the accompanying summaries of various import rules for the Far East and Oceania.

censes required although all imports of $100 or more must be covered by letters of credit accompanied by advance or time deposit of up to 175% of value of the import. Deposit retained by the bank until import bill is liquidated. OBR 67-75.

**TAIWAN**—Import licenses liberally granted for items on "permissible" list. Items on "controlled" list may be imported only by factories or end-users, and applications for imports are carefully screened and licensed restrictively. Exchange permit required but generally automatic with issuance of import license. Import permits, valid for six months for U.S. goods, may be renewed for six months if necessary. Import permits for goods from Japan and Hong Kong valid for three months. A deposit of 50% of the value of the import is required in case of foreign exchange settlements by importers using the Government's foreign exchange to import goods on the "permissible" list. OBR 64-89.

**THAILAND**—Import licenses required for about 35 items; others may be freely imported without license. Validity periods for licenses based on three geographic designations, with six-month period applicable to licenses for imports from Western Hemisphere, Europe, and Australasia. OBR 64-54.

**VIET-NAM, Republic of**—Import license necessary. Open general licensing. Exchange permit required but import license carries right to foreign exchange. Import license valid for two months from date it is visaed by National Exchange Office for imports from the United States, six months for imports from Europe or Africa and four months for imports from other sources. Two sources of import financing: AID and Government of Viet-Nam. OBR 64-49.

**ABU DHABI**—Import license or exchange permit not required except for alcohol and alcoholic beverages. Imports limited to holders or general license authorizing transaction of such business.

**AFGHANISTAN**—Import license not required for most imports, but declaration or customs permit must be obtained from Afghan border officials or trade agents abroad. Imports of certain non-essential items prohibited. Official exchange rate (Afghanis 45 = US$1) applies only for certain essential requirements of Treasury. Exchange for imports (except under bilateral agreements) obtained in free exchange market (rate currently about Afs. 76-78 to $1). Bilateral exchange rate about Afs. 55 to US$1.

**BAHRAIN**—Neither import license nor exchange permit required except for firearms, ammunition, alcohol, and alcoholic beverages, which require special permit. Importers must be registered with government.

**BURMA**—Foreign trade is nationalized. All importing is by Government agencies, mostly through open tenders, although some purchases are by direct negotiation. Foreign exchange allocations not announced publicly. Foreign exchange drawn automatically for authorized imports.

**CEYLON**—Certain essential imports (basic foodstuffs, drugs, petroleum products) transacted at official rate of exchange (Rupees 5.95 = US$1) and require individual import license. Other imports require surrender of Foreign Exchange Entitlement Certificates (FEECs), which raise the rupee cost of foreign exchange to importers above the official rate. Under FEEC surrender scheme, certain goods (mostly raw materials) are on Open General License; all other imports require individual import license.

**CYPRUS**—Import license required for any imports not included under Open General License. Exchange permit granted automatically for authorized imports.

**DUBAI**—Import license or exchange permit not required except for alcohol and alcoholic beverages. Imports limited to holders of general license authorizing transaction of such business.

**INDIA**—Import license required for all goods except Government imports and certain AID-financed spare parts which are on special general license. Licenses usually valid for one year. Capital goods licenses may be valid up to two years. Exchange permit issued automatically for authorized imports.

**IRAN**—Import licenses not required. Some commodities, however, require prior Government approval. Additionally, many commodities are "unauthorized" for import. All imports require placement of a 2% deposit with the Central Bank; this deposit is not refundable until the goods have cleared customs. All but essential imports must be financed through letters of credit approved by the Central Bank. All imports except unprocessed raw materials, machinery, and machinery parts require advance deposits of 15, 40, or 100% depending on essentiality of the goods. Commercial imports are restricted to holders of a "trade card" issued by Tehran Chamber of Commerce.

**IRAQ**—Import license, issued by the Central Government, and exchange permit, obtained through the Central Bank or nationalized commercial banks, are required for all commercial imports. The importation of jute, sugar, tea, motor vehicles, and pharmaceuticals are a government monopoly. Tires, tubes, batteries, automotive spare parts and certain medical goods have been partially demonopolized, i.e. private importers may now compete with state trading companies for the importation of these goods. Validity period of licenses varies from 6 to 12 months, according to the commodity involved. The Embassy of India in Washington, D.C., currently is handling all validation and documentation requirements for U.S. goods being exported to Iraq.

**ISRAEL**—Slightly over half of imported items do not require licenses. An exchange permit is granted automatically for authorized imports. Licenses are normally valid for 9-12 months.

**JORDAN**—Import license and exchange permit required for all commercial imports. Licenses normally valid for 6 months but may be extended.

**KUWAIT**—Commercial imports restricted to holders of Open General License—that is, Kuwait nationals and firms only. Specific licenses required for firearms, munitions, pork, poisons, and alcoholic beverages. No exchange permit required.

**LEBANON**—Import license not required except for certain commodities likely to compete with local products and certain machinery items. No exchange permit required for any imports.

**MUSCAT and OMAN**—Neither import license nor exchange permit required.

**NEPAL**—Import license required for all except Government imports. Exchange permits are issued automatically for authorized imports.

**PAKISTAN**—Import licenses required for all except Government imports and certain Free List items. Numerous items imported under export bonus voucher scheme which effectively raises local currency cost of foreign exchange. Licenses for most goods are valid for one year, with the condition that only 45% of the value of the license may be utilized within the first six months. Exchange permits are issued automatically for authorized imports.

**QATAR**—Import license or exchange permit not required except for alcohol and alcoholic beverages. Imports limited to holders of general license authorizing transaction of such business.

**SAUDI ARABIA**—Neither import license nor exchange permit required.

**SOUTHERN YEMEN**—Neither import license nor exchange permit required.

**SYRIA**—Import license and exchange permit are required for most commercial imports. A number of imports are prohibited or restricted. Additionally, some 54 commodities including tires, tubes, tractors, motor vehicles, tobacco and pharmaceuticals are reserved to State's import company, SIMEX. Private sector import licenses for most commodities contingent upon prepayment of advance deposits of 15, 40, or 70%, graduated on basis of essentiality. Licenses valid for six months and under certain conditions may be extended for an additional three months. Foreign exchange may be withheld, or allocated on basis of essentiality, as Syria's foreign exchange position requires.

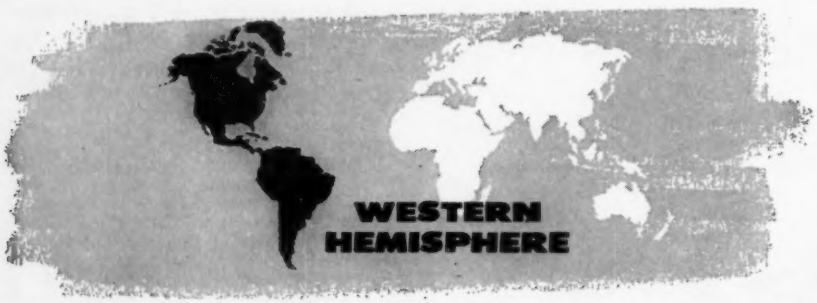
**TRUCIAL STATES**—Import license or exchange permit not required except for alcohol and alcoholic beverages. Imports limited

to holders of general license authorizing transaction of such business.

**TURKEY**—Import licenses are required for all imports. For imports of goods on the Free List, a cash guarantee deposit of from 70-100% of the amount of the foreign exchange applied for is required depending upon the priority of the item to be imported. For imports on the Quota List, the guarantee deposit is 30% for importers and 10% for industrialists. Licenses are normally valid for six months but may be extended.

**UNITED ARAB REPUBLIC**—Import license issued by the Import Control Office of the Ministry of Economy and approved by the Plan Committee required for all commercials shipments. All importing limited to government ministries, certain public organizations and companies attached thereto, and eleven Government controlled import companies. The authorization to import issued by the competent ministry suffices as authorization for the bank handling the transaction to draw the exchange from the Central Bank.

**YEMEN**—Neither import license nor exchange permit required.




**ARGENTINA**—Import license and exchange permit not required; specified motor vehicles are prohibited. Importation of most goods, excepting specified raw materials and capital goods, requires 40% prior deposit for 180 days. Payments exceeding U.S. $10,000 for capital goods imports must conform to installment financing schedule established by Central Bank. OBR 67-76.

**BARBADOS**—Import licenses are required only for plastic containers, flour paste products, fats and oils, feeds and meals, poultry, fish, sugar, artificial sweeteners, all vegetables, milk other than fresh, and certain pharmaceuticals. Licenses are valid for six months. Foreign exchange generally available. OBR 67-18.

**BOLIVIA**—Import permits (valid for 180 days) required for a number of food products, chemical products, machinery and other miscellaneous products. Prohibition of imports competing with Bolivian industry, include such items as butter, ham, soaps, candles, men's outer wear, shoes, hats and some aluminum articles, until July 31, 1969. No exchange controls. OBR 67 90.

**BRAZIL**—A new 120 day certificate, termed "guia de importacao", authorizes embarkation abroad of Brazilian imports; closure of general category import exchange contracts will not be required until clearance of the import from local customs. Foreign exchange for imports purchased in free market at rate fixed from time to time by Bank of Brazil. OBR 67-66.

**BRITISH COLONIES, n.e.s.**—Import license periodically required for vegetables and flower imports into Bermuda. All imports into Bahamas must have import license as a formality. Leeward Islands, Windward Islands, British Honduras, and minor Colonies, Protectorates and Trusteeship Territories do not require import license except on limited list of items such as gold bullion, fireworks and explosives, arms and ammunition, fats and oils, soaps, sugar, rice, eggs, footwear, preserves, and citrus products. Foreign exchange generally available.

**CANADA**—Import license necessary only for butter; butterfat; cheddar cheese; colby cheese; coffee; dry casein and caseinates; dried skim milk; wheat, oats, and barley and certain processed products of these grains; natural gas; radioactive and fissionable materials, isotopes, and equipment for production, use, or application of atomic energy. Import of alcoholic beverages requires Provincial licenses. Used automobiles manufactured before year in which importation is sought, used aircraft, oleomargarine, and butter substitutes and spreads cannot be imported. Licenses valid for one to six months depending on the product. No exchange permit required.

**CHILE**—Import registration receipt required and goods not appearing on list of permitted imports are assumed to be prohibited. A number of such prohibited goods may be allowed entry into the free port of Arica and Provinces of Magallanes, Aysen, and Chiloe. Most goods are subject to prior deposit in local currency at time of registration, returnable after 90 days on most items. Exchange for imports available at official bankers' rate. Futures available for all goods. Exchange cover not legally available for at least 50 days after date of bill of lading. Exchange permit not required. OBR 67-69.

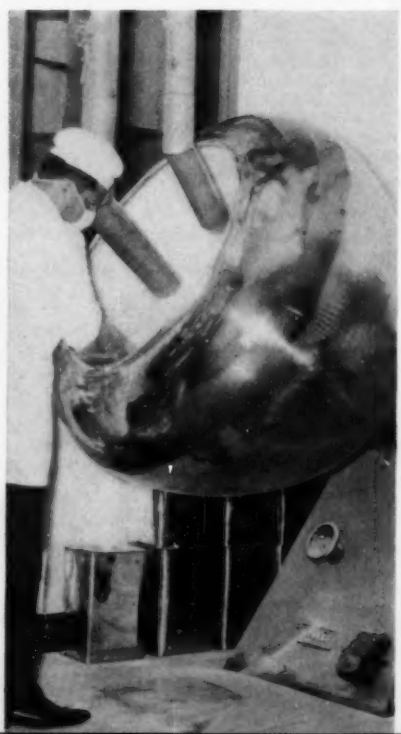
**COLOMBIA**—Prior import registration and license required for most imports. Imports of certain locally-produced and luxury goods prohibited. Prior import deposit, from 1 to 130% of f.o.b. value, prerequisite to registration. Exchange certificates may be purchased upon granting of purchase authorization. Exchange deposit of 95% of f.o.b. value must be made 20 days in advance. OBR 67-46.

**COSTA RICA**—The Central Bank will temporarily sell exchange at the official exchange rate for imports on an eligible list, primarily petroleum, machinery and foods; all other transactions are made in the free exchange market. A general system of import licensing does not exist in Costa Rica, but prior registration is necessary for the importation of most pharmaceutical products and prior approval (subject to presentation of a sanitary certificate) is necessary for the importation of foodstuffs, live animals, plants, seeds. OBR 67-65.

**DOMINICAN REPUBLIC**—No general system of import licensing. All imports subject to exchange controls imposed by the Central Bank. Luxury type goods granted exchange only when importation is financed by letters of credit. A prior deposit of 40% on luxury items and 20% on other type goods required on all but a few imports. Prepayment of 80% of estimated import duties required on 51 categories of foodstuffs and manufactured consumer goods. Some products are subject to special licensing requirements. Import prohibition imposed until Dec. 31, 1968, on numerous consumer goods, as well as jukeboxes, billiard tables and balls, car batteries, artificial flowers, wire for electrical use, rubber and neolite soles, sanitary paper napkins and unbleached cotton fabrics. Other consumer goods made subject to import quota until Dec 31 of 30% of imports in 1966. OBR 67-83.

**ECUADOR**—Import license required for virtually all imports. Importation of some luxury items prohibited. Licenses valid for 120 days for imports from Western Hemisphere, longer in special cases. Approved license carries right to foreign exchange. Prior deposit of 35 to 140% of the c.i.f. value collected according to essentiality;

**AMERICAN REPUBLICS have import regulations varying from strict license requirements to a virtual lack of rules. Systems of 26 countries, also British dependencies, are detailed on these pages.**



35% group (List I imports) reduced to 15% when imports are financed externally for 180 days to one year, reduced to zero when financed externally for over one year. Another prior deposit is collected in prepayment of import duties, 10% for List I imports, 45% for all others. OBR 67-48.

**EL SALVADOR**—Exchange licenses are required on all imports from outside the CACM and are granted freely through the Exchange Control Department of the Central Bank before orders are placed abroad. Other exchange control measures include a prior deposit of 100% on luxury imports (automobiles, buses, jewelry, watches, alcoholic beverages and some food products). All other imports require a 25% prior deposit. Maximum terms of credit payment for imports range from 60 days on non-essential goods to 18 months on agricultural or industrial machinery and equipment. OBR 67-65.

**GUATEMALA**—Exchange licenses are required for all payments in foreign exchange, but are granted freely. Temporary, specific import licensing now in effect, limiting June-to-Dec. imports to 90% of similar period in 1967. OBR 67-65.

**GUYANA**—Open General License sufficient for most goods except meats, dairy products, oils and fats, toys and some grains, fruits, vegetables, chemicals and manufactured goods, which require specific licenses. Licenses are valid for seven months. Foreign exchange generally available. OBR 66-84.

**HAITI**—Import licenses required on butter and margarine, rice, shoe polish, cotton cloth, old papers. Prohibited importations are Christmas trees, used clothing, rags, hats, shoes, household linens and furnishings. Government tobacco monopoly also controls imports of tobacco, matches, soap detergents, cosmetics, various foodstuffs, textile tires and tubes, cement, various agricultural chemicals and household appliances. OBR 67-34.

**HONDURAS**—Import licenses are not required but import permits are necessary for pharmaceuticals, arms and ammunition, and the like. Exchange permit not required. OBR 67-65.

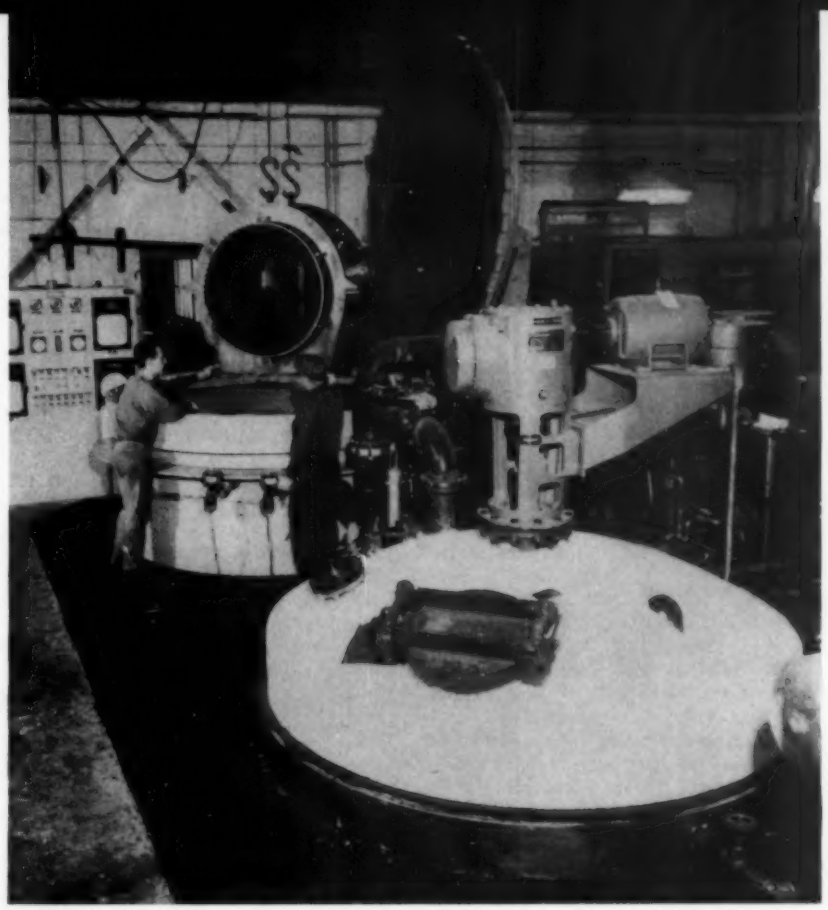
**JAMAICA**—Import license required on growing list of items including clothing, electrical equipment, fish, poultry, pork, footwear, fats and oils, motor vehicles, plastics, paints, furniture and materials, preserves, light metal, textile manufactures, and household wares. Foreign exchange automatically issued by commercial banks except for items requiring specific import license on which approval must be obtained from Exchange Control Authority. OBR 67-94.

**MEXICO**—Import license valid for 90 working days required for extensive list of articles. Exchange permit not required. OBR 66-62.

**NETHERLANDS ANTILLES**—Import licenses valid for six months required for all goods except a fairly extensive list of commodities for common consumption. No exchange permit required for commodity imports. OBR 67-37.

**NICARAGUA**—Imports subject to prior registration, valid for one year. OBR 67-65.

**PANAMA**—Import permits required for salt, milk and milk products, tomatoes and tomato products, flour, eggs, chickens, certain other agricultural products, cotton plush, various medicinal ointments, wire screen and its substitutes, washing powders and detergents, steel rods and bars, and certain other products. No exchange controls. OBR 67-84.



**MOST WESTERN HEMISPHERE COUNTRIES allow imports of U.S. capital equipment freely, subject to prevailing import licensing and exchange control rules, for installation in local factories.**

**PARAGUAY**—Import license not required. In addition to basic duties and additional tax for most items, all imports subject to exchange surcharge ranging from 8% to 37% of c.i.f. value with the exception of petroleum imports (10%) and wheat, agricultural tractors, and imports included in the LAFTA National Lists (free). Many imports are subject to prior deposit of 100% of f.o.b. value in local currency, returnable after 120 days. Exchange permit not required. OBR 66-95.

**PERU**—Foreign exchange certificate system in effect. Foreign exchange for imports may be bought at the certificate rate if original shipping documents are registered with a Peruvian bank for approval before delivery. All other transactions take place on the fluctuating draft market. Surcharge of 10% of the c.i.f. value of imports is collected at the time exchange certificates are obtained, thereby increasing the cost of these certificates for import payments. Certificates are valid for three working days. Extensive list of luxury or non-essential goods are prohibited importation until Mar. 31, 1969. OBR 67-93.

**SURINAM**—Import licenses, valid for 90 or 180 days, which guarantee access to foreign exchange, required on virtually all items. OBR 67-27.

**TRINIDAD and TOBAGO**—List of import restrictions expanding as result of efforts toward self sufficiency in manufactured goods. Specific import licenses required for large number of commodities, including meat, poultry, cereals, feeds, fruits, fats and oils, crude and partly refined petroleum, soaps and cleansers, tires and tubes, most textile garment and paper products, many furniture items, and selected metal manufactures and appliances. Foreign exchange almost always available, but applications must be made to the Ministry of Finance for all commercial shipments. OBR 65-33.

**URUGUAY**—effective Jan. 11, all import prohibitions were abolished, with the exception of automobile repair kits. Import licenses are required for all imports. Imports are subject to prior deposits ranging from 150% to 400% of c.i.f. value when the amount of such exceeds 80% of their past import patterns. The prior deposits for LAFTA imports range from 105% to 280%. OBR 66-14.

**VENEZUELA**—Most merchandise may be imported free of licensing restrictions. Licenses are required, however, on most food products and a range of other products which compete with Venezuelan manufactures. Single exchange rate of 4.5 bolivares to $1 applicable to all imports, except powdered skimmed milk and unmilled wheat, which enjoy effective rate of 3.35 bolivares to $1. Exchange permits not required. OBR 68-15.

FIRST HALF 1968

# U.S. trade surplus narrows

## Imports accelerate as economy booms; exports show sizable increases during period

U.S. foreign trade rose vigorously in the first six months of this year.

Our purchases of products from other countries advanced to a seasonally adjusted annual rate of $32.1 billion, 20% above their value last year. The rate of expansion in imports through June was four times the 1967 pace.

Recovering strongly from the sluggish trend that prevailed during much of 1967, U.S. exports climbed to $32.8 billion in the first half. This represented an increase of 6% over last year's actual total.

Shipments expanded strongly in both quarters this year. The second quarter, however, included an estimated $150 million in exports which moved out in April as a result of the 11-day strike by New York dockworkers in March. Had it not been for the walkout, the first quarter export total would have shown a considerably larger increase while the advance in April-June would have been reduced to less than 1%.

The downward trend that had characterized the movement of U.S. imports in the second and third quarters of last year was reversed by a large, 8.6%, advance in the final three months. This year, purchases accelerated in the first quarter but slowed perceptibly in the second. The slowdown in April-June would have been even more pronounced had the New York dock strike not limited arrivals in March. The value of delayed imports was estimated at less than $100 million.

The much faster expansion in imports than exports so far this year has caused a sharp contraction in the gross merchandise trade balance. In fact, deliveries of foreign merchandise here exceeded shipments in three months—March, May, and June. At a seasonally adjusted annual rate of $636 million in January-June, the trade surplus was only a sixth of the $4.1 billion total for all of 1967.

### Aircraft pace export advance

Shipments of nonagricultural products advanced to a seasonally adjusted $13.2 billion in January-June, 7% above their level in last year's same period. In 1967 these exports registered a 9% increase but virtually all of the gain occurred in the first quarter. In this year's initial quarter, shipments turned up from this flat pattern with a 3% rise followed by a rapid 7% advance in the next three months.

Most of the gain in nonfarm exports from a year ago stemmed from accelerated shipments of transport equipment. The outflow of these products climbed to $2.7 billion in the first half, $600 million or 28% above their comparable 1967 value. Deliveries of aircraft, parts, and accessories have been especially expansive, surging past the $1.1 billion mark through June. Shipments of civilian aircraft doubled in value, primarily from sharp gains in deliveries of passenger and combination cargo/passenger jetcraft to a large number of major foreign airlines. Also contributing to the increase were larger sales of helicopters and small private aircraft. Stimulated by these gains, shipments of aircraft parts and accessories registered a one-third increase.

Exports of road motor vehicles and parts advanced a fifth above the January-June 1967 value, mainly from sizable if slower gains in duty-free deliveries to Canada. Shipments of new autos to that market registered a strong 37% advance, in contrast to last year's doubling, while parts and accessories sent there quickened with a one-fourth rise. Sales of automobiles to other areas showed a moderate recovery due primarily to larger deliveries to the American Republics and the Near East.

The decline in shipments to a number of developing countries caused a one-half drop in exports of railway equipment from their comparable value a year ago. At that time deliveries were buoyed by large AID and Eximbank-financed shipments of diesel-electric locomotives to Brazil and several African and Asian countries.

Turning upward in the second quarter following a sluggish trend of the preceding 12 months, exports of machinery advanced to a $4.4 billion total in January-June. Compared to the same period last year, however, this represented only a 3% gain. The slower growth so far in 1968 in our largest export category reflects a number of factors—the economic pause last year primarily in Europe and Canada, increased competition from foreign manufacturers, and expanded production and sales by U.S. affiliates abroad.

The bulk of the relatively small increase in machinery exports consisted of larger deliveries of cooling equipment, mining and well drilling machinery, aircraft engines, radio and television apparatus, and electronic components. Sales of electronic computers and parts, which climbed by 46% last year, were only marginally higher, with the entire increase from larger shipments of parts and accessories. Stronger markets for metal forming tools and rolling mill machinery spurred a moderate recovery in sales of metalworking machinery.

Overall gains in machinery, however, were curbed by sizable declines in shipments of farm machinery and tractors and construction equipment. Reduced sales to Canada, especially of combines, accounted for most of the one-fifth drop in deliveries of agricultural machinery. Smaller movements to that country also contributed to a 15% decrease in exports of farm tractors and parts in the first half from the same period last year. Shipments of construction machinery turned down by 12% from the comparable period in 1967 when

### Import boom reduces trade surplus

Seasonally adjusted annual rates in millions of dollars

| | Year 1967 | June-June 1967 | July-Dec. 1967 | Jan.-June 1968 |
|---|---|---|---|---|
| Exports | 30,942 | 31,104 | 30,926 | 32,760 |
| Imports | 26,816 | 26,562 | 27,287 | 32,124 |
| Gross export surplus | 4,126 | 4,542 | 3,639 | 636 |
| Imports as percentage of GNP | 3.4 | 3.4 | 3.4 | 3.8 |

deliveries spurted as a result of larger shipments of excavators to Australia and power cranes to several developing countries.

## Chemical exports accelerate

Shipments of chemicals have been considerably more expansive this year than last. More favorable markets for a broad range of chemicals boosted exports to $1.6 billion through June, 12% above their comparable value a year ago. Nearly two-fifths of the expansion resulted from larger shipments of elements and compounds and plastic materials to the EEC Countries, the American Republics, and Canada. Deliveries of manufactured fertilizers, mainly to developing areas under AID programs, rose by a fourth. A sharp expansion in shipments of mineral tars and oils, mainly ortho- and para-xylene, also added to the advance.

Sales of logs and lumber registered strong increases from last year. Exports of logs climbed by one-half to $144 million in January-June. Most of the sharp gain reflected booming sales of softwood sawlogs to Japan. That country also accounted for half of the 15% expansion in shipments of lumber.

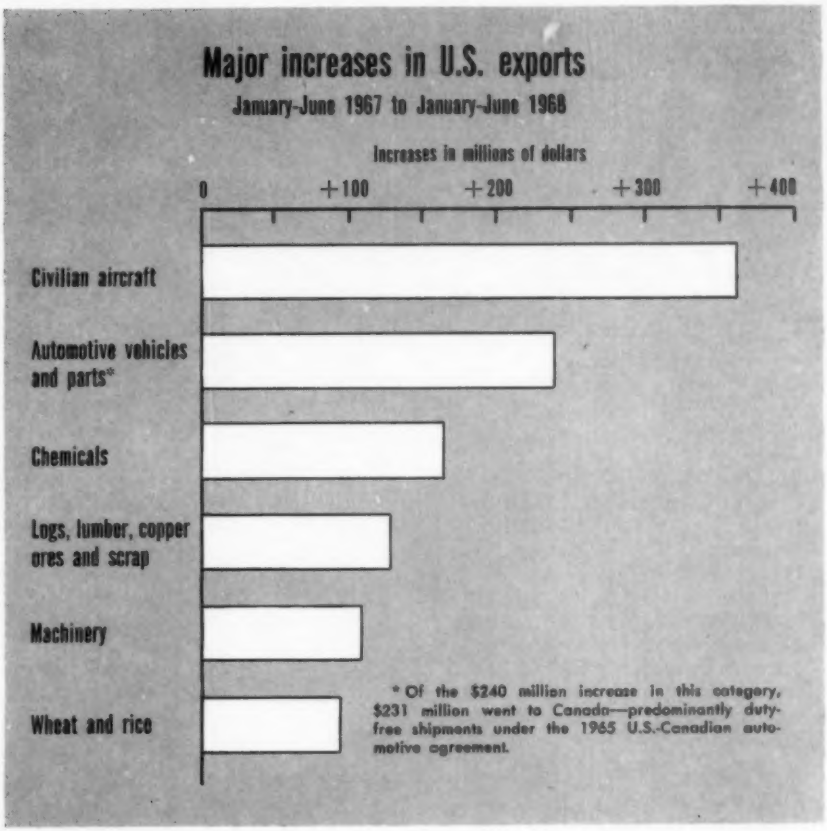
Exports of rubber and paper products likewise moved to substantially higher levels. Sales of rubber products expanded by 18% from their first half 1967 level, mainly from larger shipments of tires for motor vehicles to Canada and for aircraft. Buoyant sales of container board and newsprint paper accounted for a large part of the one-tenth rise in exports of paper products.

Exports of textiles other than clothing continued to decline in the first half. At $259 million, these shipments were 4% below their comparable 1967 value.

## Lag in steel-mill products

Deliveries of iron and steel-mill products totaled $250 million in the first half, 15% below their value a year earlier. Besides increased competition from producers in Western Europe and Japan, reduced U.S. export availabilities due to inventory building contributed to the drop. As a result of adequate supplies and greater use of pig iron in Japan, sales of ferrous scrap plummeted by nearly a third.

Despite a strong second quarter upturn in copper exports following the strike settlement at the end of March, shipments in January-June were two-fifths below their value in the 1967 comparable period. On the other hand, the relaxation of export restrictions to allow for foreign processing, mainly in Canada and Western Europe, caused exports of copper ores and scrap to accelerate sharply during the strike. Shipments of ore and scrap peaked in March, however, and subsequently declined to much lower levels. In contrast to last year's strong performance, sales of aluminum were one-fifth lower through June. Weaker markets in Western Europe and increased production in Japan accounted for most of the downturn.




## Farm exports ease further

At a seasonally adjusted $3.2 billion through June, exports of farm commodities were running slightly below their value in the first six months of last year. With the exception of a sizable spurt in the 1968 March quarter, shipments have trended downward since the third quarter of 1966.

Recoveries in exports of wheat and corn in the first half were offset by weaker foreign demand for grain sorghums, fats and oils, fruits and nuts, and soybeans. Moreover, the gains in shipments of rice and cotton represented marked decelerations from their growth last year.

Larger PL-480 shipments to India, Pakistan, and Brazil accounted for most of the 15% increase in wheat exports through June from a year ago. Loadings of corn were a tenth higher due to more favorable U.S. prices and growing feed-grain demand in Western Europe and Japan. Rice shipments slowed to a 12% gain, concentrated mainly in commercial sales to Korea and PL-480 loadings for Indonesia. The outflow of grain sorghums, however, dropped by nearly one-half as a result of improved crops in India and greater competition from lower priced corn imported into Japan.

Although the quantity was slightly larger, falling prices caused a 5% decline in the value of soybean exports. Shipments to Japan posted a strong gain but sales to Western Europe were down from last year as a consequence of greater competition from other types of oilseeds. Sales of unmanufactured tobacco also slipped. Virtually all of the decline was due to smaller shipments to the EEC countries where favorably priced Greek and Turkish tobaccos are finding larger markets.

Rising consumption in a number of textile producing countries in East Asia

## U.S. imports of selected principal commodities by half-years, 1967-68

| Commodity | 1967 Jan.-June | 1967 July-Dec. | 1968 Jan.-June |
|---|---|---|---|
| | | Millions of dollars | |
| **Industrial supplies and materials, total[1]** | **5,911** | **5,925** | **7,000*** |
| Petroleum and products | 1,104 | 980 | 1,136 |
| Iron and steel-mill products | 607 | 682 | 898 |
| Copper metal | 302 | 354 | 618 |
| Aluminum | 129 | 114 | 193 |
| Other nonferrous base metals | 280 | 297 | 319 |
| Iron ore | 184 | 260 | 193 |
| Bauxite | 107 | 103 | 116 |
| Other ores and scrap | 206 | 166 | 175 |
| Newsprint | 435 | 429 | 433 |
| Woodpulp | 204 | 193 | 216 |
| Lumber | 195 | 204 | 240 |
| Textile yarns and fabrics | 368 | 341 | 417 |
| Wool, unmanufactured | 66 | 57 | 85 |
| Industrial chemicals and fertilizers | 310 | 271 | 347 |
| Tobacco, unmanufactured | 115 | 47 | 104 |
| **Capital equipment, incl. trucks and buses, total[1]** | **1,334** | **1,347** | **1,600*** |
| Machinery | 1,156 | 1,109 | 1,287 |
| Civilian aircraft and parts | 63 | 67 | 91 |
| Trucks, buses, special motor vehicles, incl. chassis from Canada | 136 | 134 | 186 |
| **Consumer goods, incl. automobiles and parts, total[1]** | **3,158** | **3,413** | **4,300*** |
| New automobiles from Canada | 399 | 418 | 643 |
| New automobiles from other countries | 447 | 431 | 707 |
| Automotive parts and equipment from Canada | 222 | 251 | 390 |
| Clothing | 275 | 374 | 350 |
| Footwear | 126 | 137 | 187 |
| Radios and TV's | 126 | 174 | 163 |
| Household appliances, other | 148 | 193 | 112 |
| Gem diamonds | 184 | 205 | 233 |
| **Food, feeds, and beverages, total[1]** | **2,306** | **2,302** | **2,600*** |
| Coffee | 491 | 473 | 559 |
| Sugar | 268 | 320 | 290 |
| Meat and preparations | 292 | 353 | 336 |
| Fruits, nuts, and vegetables | 299 | 249 | 353 |
| Fish | 250 | 272 | 290 |
| Whisky | 150 | 212 | 172 |

[1] Summary totals are seasonally adjusted; commodity data are reported values.
* Estimated.

Note: Import totals are end-use categories adjusted to include passenger cars and parts under consumer goods and trucks under capital equipment. Commodity details follow the Schedule A or end-use classification system.

boosted cotton exports by 4% over last year's first half. Shipments expanded mainly to Hong Kong, Taiwan, and the Philippines.

### Imports booming

The exceptionally strong import boom in January-June 1968 reflected the vigorous pace of economic expansion in this country. Following a sluggish performance in January-June 1967, the U.S. economy rallied sharply in the final half and accelerated further in the first six months of this year. Stimulated by greater industrial requirements, rising consumer expenditures, and strike-related purchases of copper and steel, imports began to climb rapidly in the fouth quarter. By January-June of this year, they had risen to a level 21% above the corresponding period in 1967 on a seasonally adjusted basis. An estimated $500 to $550 million of the $2.8 billion advance represented purchases due to actual or potential strikes in the copper and steel industries.

The share of imports of our gross national product—a broad measure of the impact on the economy of expenditures for foreign goods—rose to an all-time high this year. From 3.4% in 1967 and an average of 3% during 1961-1966, the GNP/import ratio increased to 3.8% in January-June.

Arrivals of nonagricultural products were the driving force behind the import expansion. On a seasonally adjusted basis, these imports exceeded the January-June 1967 value by 23% and accounted for most of the advance in total U.S. imports. After remaining level in the final half of 1967, receipts of agricultural commodities rebounded by nearly a tenth.

### Copper, steel imports surge

Imports of industrial materials climbed to record highs in January-June of this year. At a seasonally adjusted level of $7 billion, these purchases were $1.1 billion or nearly a fifth above the comparable period in 1967, accounting for 40% of the overall U.S. import advance. Two major factors contributed to the strong gain. First, industrial production rose strongly in the initial six months, resulting in increased demand for materials from abroad. Secondly, the strike in the copper industry and the possibility of a shutdown of steel mills caused a rapid acceleration in purchases of these two metals. Over half the increase in imports of industrial supplies was the result of greater purchases of copper and iron and steel-mill products.

Reflecting the long walkout at most U.S. mines, smelters and refineries, which

lasted from mid-July 1967 to the end of March, our copper purchases not only doubled from last year's level but underwent a marked change in composition. To supply domestic needs, imports of refined copper began to rise in the final 1967 quarter and jumped to $396 million in January-June 1968. Generally, imports of refined products represent only about 15% of the value of our copper purchases but in the first half of this year their share increased to more than three-fifths. Much of the advance occurred in the first quarter; in May and June, imports dropped sharply as domestic production was resumed. By June, purchases were back to their normal level.

Imports of copper-mill products also increased as a result of the strike. At $126 million in the first half, these purchases nearly doubled from a year ago.

On the other hand, arrivals of blister and other unrefined products fell to $100 million in the first half, with all of the decline recorded in January-March. Following the resumption of refinery operations in April, these purchases rose quickly to pre-strike levels. The net increase in our copper imports in the first six months of 1968 attributable to the strike is estimated at $300 million.

To protect themselves against the possible disruption of domestic supply due to a strike, U.S. buyers sharply expanded their purchases of foreign steel in the first half. Imports of iron and steel-mill products increased to $898 million, $291 million higher than a year ago. Allowing for an increase which probably would have occurred in any case, the advance directly caused by anticipatory buying is estimated at $200 to $250 million in the first six months.

Reflecting the stepped-up import pace, foreign steel continued to increase its share of the U.S. market. Imports accounted for 13.5% of apparent U.S. steel consumption through June, up from 12.2% for all of 1967 and 6.9% five years ago.

Arrivals of aluminum were $64 million or one-half greater than in the same 1967 period. Some of the increase was due to strike-hedge buying earlier in the year but purchases continued strongly after agreement had been reached reflecting higher demand for aluminum ingot and mill products.

Imports of petroleum products rose $64 million above the January-June 1967 total due to sharply higher purchases of fuel oil and, to a lesser extent, jet fuel. All of the advance in fuel oil imports occurred in the first quarter as stocks were depleted by heavy demand during a somewhat longer heating season. On the other hand, crude oil imports declined in the first half, by $24 million, because importers delayed purchases in anticipation of lower charter rates for tankers. With import quotas due to expire at the end of July, however, arrivals turned sharply upward in June.

A sharp acceleration was noted in imports of industrial and agricultural chemicals. Through June, these purchases were $37 million or 12% higher than in the comparable period last year, with imports of most major categories showing sizable advances in value. Arrivals of organic chemicals increased by about $10 million, due primarily to a large jump in the price of coal tar intermediates. Adding to the increase was a sharp gain in deliveries of potassium

## U.S. exports of selected principal commodities by half-years, 1967-68

| Commodity | 1967 | | 1968 |
|---|---|---|---|
| | Jan.-June | July-Dec. | Jan.-June |
| | Millions of dollars | | |
| **Machinery, total** | **4,303** | **3,973** | **4,412** |
| Engines, other power generating machinery | 541 | 506 | 584 |
| Agricultural machinery; tractors, parts | 492 | 351 | 438 |
| Computers and parts | 215 | 217 | 219 |
| Electric power machinery | 261 | 249 | 259 |
| Telecommunications apparatus | 238 | 237 | 263 |
| **Transport equipment, total** | **2,114** | **2,182** | **2,707** |
| Automobiles to Canada | 281 | 282 | 383 |
| Automobiles to other countries | 131 | 117 | 139 |
| Trucks to Canada | 63 | 52 | 68 |
| Trucks to other countries | 117 | 106 | 109 |
| Automotive parts to Canada* | 394 | 400 | 518 |
| Automotive parts to other countries* | 159 | 156 | 168 |
| Civilian aircraft | 363 | 426 | 724 |
| **Chemicals, total** | **1,408** | **1,395** | **1,572** |
| Chemical elements and compounds | 564 | 535 | 608 |
| Plastic materials and resins | 241 | 232 | 274 |
| **Other manufactures, total** | **2,802** | **2,574** | **2,798** |
| Iron and steel-mill products | 297 | 242 | 251 |
| Copper metal | 149 | 60 | 88 |
| Other nonferrous base metals | 172 | 136 | 155 |
| Professional and controlling instruments | 317 | 310 | 331 |
| **Fuels, total** | **499** | **606** | **496** |
| **Crude materials, total** | **1,681** | **1,599** | **1,745** |
| Soybeans | 374 | 397 | 354 |
| Cotton | 277 | 187 | 288 |
| Logs and lumber | 163 | 174 | 222 |
| Copper ores and scrap | 22 | 55 | 91 |
| **Food, beverages, tobacco, total** | **2,285** | **2,428** | **2,287** |
| Wheat | 483 | 636 | 556 |
| Rice | 188 | 131 | 210 |
| Corn | 328 | 381 | 361 |
| Grain sorghums | 165 | 134 | 89 |
| Tobacco and manufactures | 282 | 355 | 282 |

Note: Export data are based on the Schedule B classification system.
* Excludes engines and items for automotive use included elsewhere.

chloride from U.S.-owned facilities in Canada.

Reversing the decline last year, purchases of textile yarns and fabrics increased by 13% in the first six months. Arrivals of both cotton and manmade fiber yarns expanded sharply as did imports of woven fabrics (other than cotton). A considerable portion of the increase in manmade yarn imports came from Western Europe.

Raw wool imports also recovered from a sharp drop in 1967. Primary factors leading to the $19 million increase were the low level of wool stocks, increased consumption by carpet mills, and a drop in prices.

Newsprint imports, which declined slightly in 1967, showed no change through June compared with the same period last year. Because U.S. production rose at a time when consumption remained fairly level, demand for Canadian newsprint has weakened.

## Rising consumer imports

The strong surge in personal consumption expenditures in late 1967 and particularly in the first half of this year led to large increases in imports of consumer goods in both periods. In July-December 1967, consumer goods were the only major import category showing an increase over the first half of that year. The pace of these imports accelerated in January-June, causing the seasonally adjusted total to climb to $4.3 billion. This represented an advance of almost a third over the same period a year ago and 40% of the gain in total U.S. imports in this period. Arrivals of automobiles and parts from Canada and overseas sources have contributed close to two-thirds of the increase in consumer goods imports so far this year. Purchases of clothing, footwear, radio and television sets, and gem diamonds also posted significant advances.

Foreign consumer goods, excluding American cars built by subsidiaries in Canada for the U.S. market, accounted for 3.8% of personal consumption expenditures for goods in this country during the first six months. By comparison this ratio stood at 3.2% in the same period in 1967 and averaged 2.6% in 1961-66.

Although deliveries of automobiles from Canada increased by a quarter of a billion dollars to $643 million, the rate of growth in these arrivals slackened significantly from a pace set in the full year 1967. On the other hand, arrivals of auto parts from plants north of the border quickened this year, climbing to $390 million.

In sharp contrast to last year, imports of new cars from our overseas suppliers

*This article and accompanying tables and chart, focusing on U.S. trade trends in the first half of 1968, were prepared by the International Trade Analysis Division of the Commerce Department's Bureau of International Commerce.*

accelerated to $707 million in the first half. While some of the $260 million gain represented expansion of dealer inventories, purchases increased because of strong consumer demand stimulated by the availability of automatic transmissions on several models. Substantial advances were recorded in imports of automobiles produced by U.S. subsidiaries in Western Europe as American manufacturers made efforts to compete with the small, low-cost foreign models. The share of foreign cars, as measured by registrations, rose to 9.8% from 8.3% in the first half of 1967.

Purchases of clothing continued their upward trend, gaining 27% over the same period a year ago. Most of the advance stemmed from increased arrivals from Hong Kong, Korea, and, to a lesser extent, Italy, Taiwan, and Japan.

Imports of footwear expanded by nearly one-half in the first six months. Half of this gain reflected greater deliveries of Italian shoes which are popular here because of their distinctive styling and attractive prices. Purchases from Spain were also up sharply this year.

Arrivals of radio and television sets advanced by 29% over January-June 1967. A continued shift to more expensive types of radios incorporating short wave and FM reception features sent the values of these imports up sharply; the number of units entering also increased strongly. Reflecting trends in the domestic television market, imported sets, almost entirely from Japan, began the year at a slow pace but picked up sharply in the second quarter. For the first half, an increase of 15% was registered.

The $49 million gain in purchases of gem diamonds was chiefly due to higher prices, but the quantity was also greater. The United Kingdom and the Republic of South Africa were the major suppliers of rough diamonds, while the bulk of our imports of cut stones came from Israel and Belgium.

Imports of capital equipment rose to a seasonally adjusted total of nearly $1.6 billion in the first six months. This was an increase of 17%, about the same rate of gain as that recorded in 1967. In contrast to last year, however, aircraft purchases showed a large advance, while imports of machinery and trucks decelerated.

Foreign machinery—which represents about four-fifths of our capital goods imports—continued to find strong markets here but demand has been noticeably weaker so far in 1968 than in recent years. The 11% increase in these imports was the most moderate since 1961. Since arrivals of capital equipment reflect investment decisions made earlier, the deceleration in these imports can be attributed in part to sluggishness in outlays for producers' durable goods during much of 1967.

The slowdown was particularly evident in purchases of metalworking machine tools. Following exceptionally large advances in the preceding two years—the value of these imports tripled between 1965 and 1967—machine tool arrivals in January-June dropped below their level a year ago. The softening of the U.S. market was indicated by the rapid decline in order backlogs of American producers. At the end of June, unfilled orders for metal cutting and metal forming machine tools were 26% and 36%, respectively, below their comparable 1967 levels.

Arrivals of farm machinery were also lower this year than in January-June 1967. The decline occurred in the second quarter and was caused by the 57-day strike against a major Canadian manufacturer which sharply curtailed deliveries of harvesting machinery.

Following an increase of more than a fifth last year, imports of office machines advanced by only half that rate through June. The rise over the same period last year consisted of higher purchases from Japan, the Netherlands, Italy, and Germany.

On the other hand, large increases were recorded in imports of electrical equipment. Purchases of tubes, transistors, and semiconductor devices were especially expansive, rising by 43% in the first half after a slight dip last year. Imports of power machinery and switchgear continued to expand rapidly. The substantial advances in recent years can be attributed in large part to increasing requirements of utilities for high voltage equipment to satisfy the rapidly growing demand for electricity and to press ahead with the building of regional grid systems. With domestic lead times increasing until recently, buyers turned more to the attractively priced equipment that foreign producers were able to offer.

Imports of textile machinery also accelerated this year. A considerable portion of the advance represented arrivals of weaving machines from Spain possibly for assembly here and eventual reexport. These machines have not been withdrawn from bonded warehouses. Significant ad-

vances were registered in imports of textile machinery from the EEC countries.

Deliveries here of trucks from subsidiaries in Canada advanced rapidly, by a fourth, but the rate of expansion was far below that recorded last year. Purchases of aircraft and parts, which fluctuate erratically from year-to-year, climbed 44% above the January-June 1967 level. Japan, Canada, and the United Kingdom supplied all of the increase which included turboprop transports from the first source, small twin-engine craft from all three countries, and a number of rebuilt planes from Canada and the United Kingdom.

### Food purchases gain strongly

Imports of foods and beverages picked up markedly in the first six months. On a seasonally adjusted basis, these purchases were 11% higher than in the comparable period last year. Sharp recoveries in arrivals of coffee and fish coupled with continued gains in purchases of beef, sugar, and whisky were primarily responsible for boosting food imports to $2.6 billion so far this year.

Coffee deliveries, stimulated by low inventories and increased quotas, rose by 13% in the first half. Arrivals of meat expanded by 15%, with about half of the advance consisting of fresh boneless beef from New Zealand and Latin America. High U.S. prices played an important part in this increase. Also gaining in our markets were canned and preserved beef from Argentina and canned hams from Denmark and the Netherlands. Fish imports were likewise buoyant, rising by 16% due to a smaller domestic catch and lower stocks early in the year.

The $22 million or 8% increase in sugar purchases reflected the reallocation of some domestic quotas to foreign producers. Imports of whisky also rose by $22 million, with the United Kingdom and Canada accounting for most of the gain.

The $25 million advance in imports of fruits was chiefly attributed to a smaller U.S. crop and higher prices for some domestically grown varieties. Arrivals of apples from Canada, oranges from Mexico and Israel, and canned pineapples from the Philippines were particularly expansive. A substantial increase was also recorded in arrivals of cashew nuts from India and Mozambique.

### Area trade shifts

In contrast to 1967 when the industrial countries accounted for most of the increase in U.S. exports, strong gains were registered in shipments to both the developed and the developing countries in the first half of this year. Sales to the economically advanced nations rose by $600 million, or 6%, over the same period last year, accounting for close to three-fourths of the overall increase in U.S. exports on a seasonally adjusted basis. With the exception of Germany, France, and the Republic of South Africa, all of our major industrial markets purchased more U.S. goods than in the comparable period last year. In the case of France, the loss occurred largely in the month of June as a result of disturbances in that country.

Although most of the import surge in the first six months reflected greater purchases from the developed countries, there was also a sharp recovery in arrivals from the developing nations. Of the $2.4 billion, or one-fourth, increase over the January-June level (seasonally adjusted) in imports from our industrial suppliers, $1 billion came from Western Europe and $0.9 billion from Canada. Purchases from Japan, whch showed practically no change last year, rose by 26% in the first six months of 1968. A sizable recovery in purchases from the American Republics and Africa and a faster expansion in receipts from develing East and South Asia raised imports from the developing countries as a group by 11%.

# Agribusiness group meets next month to spur exporting

### New advisory committee to aid development of programs

A newly formed Agribusiness Industry Advisory Committee will hold its first meeting Sept. 13 at the Commerce Department, Secretary of Commerce C. R. Smith and Secretary of Agriculture Orville L. Freeman have announced.

The new Committee, comprised of 27 industrialists, bankers, and trade officials, is to provide an interchange of information between industry and government for developing programs to expand U.S. exports of products used by agricultural and related industries.

Agribusiness, in the context of the Committee's activity, is the joining together of techniques, talents, and financial resources of the business and agricultural communities to enhance the production, processing, and distribution of food and fiber products.

Agribusiness activities are seen as holding great promise in alleviating both world hunger problems and the U.S. balance-of-payments problem. The two Secretaries have expressed confidence that the Committee will make a major contribution to the development of clearly identified objectives and cooperation between the concerned government agencies and the agribusiness sector of private industry.

Members of the Committee, selected to represent U.S. agribusiness geographically and functionally, include the following:

William Beers, president, National Dairy Products Corp., New York; D. W. Brooks, executive vice president and general manager, Cotton Producers Association, Atlanta; Charles W. Call, Jr., president and chief executive officer, Ward Foods, New York; D. Kenneth Christensen, chairman of the board, Northrup, King & Co., Minneapolis; George L. Clements, chairman, board of directors and chief executive officer, Jewel Companies, Melrose Park, Ill.; Owen Cooper, president, Mississippi Chemical, Yazoo City, Miss.; F. O. Cullen, vice president, Del Monte, San Francisco; James Dean, general manager, Farmers Cooperative Commission Co., Hutchinson, Kan.;

R. Hal Dean, president and chairman of the board, Ralston Purina, St. Louis; Charles S. Dennison, vice president, International Minerals & Chemical, New York; John P. Duncan, Jr., manager, Southern Railway System, Washington, D.C.; C. Coleman Fisher, vice president, Mobile Chemical International, New York; John M. Fox, chairman of the board, United Fruit, Boston; John Graflund, vice president, Deere & Co., Moline, Ill.; Henry J. Heinz II, chairman of the board, H. J. Heinz Co., Pittsburgh; William J. Jensen, vice president and general manager, Butler Mfg., Kansas City, Mo.; Robert D. McEvers, vice president and general manager, Union Tank Car Co., Chicago; Robert McLellan, vice president, FMC International, San Jose, Calif.;

Harold W. McMillen, chairman of the board, Central Soya Co., Fort Wayne; Lee L. Morgan, executive vice president, Caterpillar Tractor Co., Peoria, Ill.; John T. Phillips, Jr., president, Lilliston Corp., Albany, Ga.; Wayne Richardson, Jr., vice president, Hawaiian Agronomics Co., Honolulu; Robert Stuart, president and chief executive officer, National Can Corp., Chicago; Donald O. Swan, president Esso Chemical Co., New York; Jonathan S. Tobey, technical director, agriculture, Chase Manhattan Bank, New York; Richard H. Wellman, vice president and general manager of agricultural products, Union Carbide, New York; and Henry H. Wilson, president, Chicago Board of Trade.

# U.S. payments position better in second quarter, new data show

## Liquidity measure about same as first quarter, but better than year ago; official reserves up strongly

The U.S. balance of payments position showed hopeful signs in the second quarter.

The nation's payments balance, computed on the liquidity basis, which measures changes in U.S. official reserve assets and in liquid liabilities to foreign residents and international organizations, was favorable by about $140 million before seasonal adjustment. After adjustment, the balance was adverse by about $150 million. This compares with a seasonally adjusted adverse balance of about $660 million (revised) in the first quarter of this year, and of nearly $900 million for the quarterly average in 1967.

The second quarter 1968 balance on the official reserve transactions basis, which measures changes in U.S. official reserve assets and in liquid and nonliquid liabilities to foreign official agencies, resulted in a surplus of more than $1,550 million, and after seasonal adjustment in a surplus of $1,450 million. In the first quarter of this year, the seasonally adjusted balance measured on the same basis was adverse by about $530 million (revised) and in 1967 the quarterly average was adverse by about $850 million.

Apart from the special financial transactions by official agencies and various temporary developments, the second quarter balance of payments measured on the liquidity basis on all other transactions was probably not much different from that of the first quarter of 1968, but somewhat improved from that of a year earlier.

The surplus on non-military merchandise trade declined from about $90 million in the first quarter to about $15 million in the second, as exports rose about $400 million and imports $475 million.

Merchandise trade was affected by various strikes, particularly the dockworkers' strike at the end of March, which increased both export and import shipments in April, the strike in the copper industry, which ended in March but still affected imports in April, and the hedge-buying in anticipation of strikes in the steel and aluminum industries. In addition, exports were increased by exceptionally large shipments of silver, and imports by exceptional purchases of foodstuffs to replenish or build up inventories. These temporary developments may have had an adverse effect of more than $200 million on the second quarter trade balance, as compared with more than $400 million in the first quarter.

Agricultural exports declined $125 million in the second quarter, after seasonal adjustment, reflecting both a reduction in aid shipments, which had been exceptionally large in the first quarter, and some drop in deliveries to Western Europe.

Non-agricultural exports, after adjustment for the effects of seasonal factors and the New York dockworkers' strike, increased about $225 million. About $40 million of the rise was due to extraordinary exports of silver, about $35 million stemmed from the recovery of copper exports following the settlement of the domestic copper strike in March and $70 million was in exports to Canada under the U.S.-Canadian Automotive Trade Agreement.

The remainder was in shipments of chemicals, civilian aircraft, machinery, and consumer goods. Except for automotive equipment, non-agricultural exports to Canada dropped, but they rose to other areas, particularly the Far East. Exports to Western Europe remained relatively stable.

Imports included extraordinary expenditures because of domestic strikes or threats of strikes. Copper imports declined during the quarter, but those of steel increased. These extraordinary imports may have been about $300 million in the second quarter, as compared with about $225 million in the first.

Omitting the changes attributable to the dockworker and other strikes, imports rose by about $400 million from the first to the second quarter. About $100 million was in foodstuffs, and reflected efforts to replenish coffee inventories and to take advantage of the removal of quarterly quotas on imports of sugar. Imports of automotive equipment under the U.S.-Canadian special trade agreement rose about $80 million, roughly the same as U.S. exports.

The remaining rise in imports, about $220 million, was almost entirely in manufactured goods, particularly foreign-type automobiles, other consumer goods, and to some extent capital goods.

Known capital transactions that may be attributed to temporary influences were less favorable than in the first quarter. Liquidation of claims on foreigners reported by U.S. banks, which cannot be expected to continue over the long run, were about $210 million, as compared with $360 million in the first quarter of this year.

The first quarter transactions were also favorably affected by a single transaction involving a $210 million sale of newly issued stocks of a U.S. company to its foreign parent company. On the other hand, second quarter transactions were favorably affected by $125 million of redemptions of bonds previously issued by the World Bank (IBRD). These transactions improved the second quarter balance by about $335 million, as compared with about $570 million in the first.

Reserve assets increased by $137 million in the second quarter, following a decline of about $900 million in the first. The second quarter change consisted of a $22 million decline in official gold reserves, a $267 million decline in official holdings of convertible foreign currencies, and a $426 million increase in the U.S. gold tranche position in the International Monetary Fund. The gold tranche position reflects virtually automatic rights to exchange U.S. dollars for foreign currencies held by that institution, increased in the second quarter from about $475 million to $900 million. Nearly all of the increase occurred in June as a result of the dollar sales by the IMF to other countries, principally France and the United Kingdom.

The $22 million decline in official gold reserves was a striking change from the $1,360 million drop in the first quarter of this year, and the decrease of more than $1 billion in the last quarter of 1967.

The reduction in gold sales from the two preceding quarters followed the termination of the previous policy of several major countries, including the United States, of selling gold in the London market to stabilize the price. This change in policy was agreed upon at the Washington Conference on Mar. 17 by the representatives of Central Banks and Governments of the countries concerned.

The two-tiered system was then adopted under which there is a distinction between

*Merchandise trade figures quoted in this article differ from those used in the preceding analysis of U.S. foreign trade covering the first half of this year. For balance of payments purposes certain adjustments are made. The most important are the exclusion of shipments and receipts of goods under military sales contracts, and the inclusion of silver.*

the official monetary price and the commodity price of gold. Gold transactions with foreign official agencies continue without change at the official price. At the end of June, U.S. official gold holdings were about $10,680 million.

The $267 million decline in convertible currency holdings in the second quarter 1968 followed a four-quarter period in which such holdings had increased almost $2½ billion. Increases in such holdings generally reflect temporary transfers of dollars to foreign countries to defend the exchange value of their currencies; reductions reflect foreign repurchases of their currencies with dollars obtained either from other sources, such as the IMF, or through an improvement in their balance of payments.

Liquid liabilities to foreign residents and international organizations remained virtually unchanged in the second quarter before seasonal adjustment, but increased about $290 million after adjustment. However, liquid liabilities to the accounts of foreign private organizations and persons rose $2.4 billion after seasonal adjustment. while those to foreign official accounts declined by about $2.1 billion.

A major factor influencing the balance measured on the liquidity basis was the large increase in receipts from special financial transactions. To a large extent, the transactions covered here are included in $800 million of investments by foreign official organizations.

Most important in the second quarter were purchases of $500 million of special nonmarketable medium-term U.S. Government securities by the Government of Canada under the U.S.-Canadian reserve agreement. In addition, $125 million of special nonmarketable, medium-term securities with restricted convertibility were sold to a group of private German banks under a recently concluded agreement with Germany to offset U.S. military expenditures in that country.

Transactions in securities were a major favorable factor in the second quarter, changing from net sales to foreigners of close to $700 million in the first quarter to $1,060 million in the second.

Net foreign purchases of U.S. stocks amounted to about $520 million, up from about $280 million in the first quarter and a quarterly average of about $200 million in 1967. Second quarter purchases of U.S. stocks were higher than in any previous quarter. The rise in U.S. stock purchases by foreigners started in the middle of last year. During the following 12-month period, net foreign purchases amounted to nearly $1.5 billion and were thus a major credit item in the balance of payments.

'E' AWARD was presented to company president B. B. Frusztajer (l.) by U.S. Rep. James A. Burke.

# Mass. electronics firm wins 'E' for doubling exports since 1965

## Philbrick/Nexus Research used foreign language advertising, exhibited at trade shows to promote product overseas

A Massachusetts manufacturer of operational amplifiers and related products has received the Presidential 'E' award for more than doubling its export sales since 1965. Philbrick/Nexus Research, of Dedham, sent into new world markets its amplifiers, comparable in size to a domino, which are used in various systems that compute, measure and control.

To increase exports, the company has participated in international exhibits and trade fairs, established a foreign language advertising program, and conducted workshops in the United States for its overseas representatives.

The firm's nearly 300 employees attended the presentation of the award by U.S. Representative James A. Burke.

Philbrick/Nexus entered exporting in 1962 in conjunction with a Combination Export Manager. In 1965 the company established its own export department.

Philbrick/Nexus executives credit the U.S. Department of Commerce with persuading them to enter thir first overseas exhibition in October 1965—INTERKAMA at Düsseldorf, Germany. Favorable reaction led the company to exhibit in 14 different countries during 1966.

Attendance at trade shows and exhibitions gave Philbrick/Nexus sales engineers the opportunity to bring sales representatives up to date, talk with potential customers, and visit local factories. The company has sales engineers proficient in French, German, Spanish, Italian, Dutch, and Hebrew, as well as English.

Philbrick/Nexus, a Teledyne company, places advertising in foreign publications in the local languages, and in U.S. trade publications with large overseas circulations. Responses to these ads are followed up by the firm with individual attention, such as supplying company literature, offering assistance, and notifying the nearest sales representative of the lead.

The company has boosted its overseas sales by adapting its products for use in countries having different frequencies and voltages than the United States. For example, its products were rewired for 220 volts and 50 c.p.s. Philbrick/Nexus also found that providing extra information on quotations and proforma invoices paid off in sales. It provides both F.O.B. and C.I.F. quotations, and quotations for two means of transportation, unless the potential customer has been specific in his request.

## Worldwide Business Outlook pages 18-23

**CURRENT BUSINESS DEVELOPMENTS IN BRIEF:** Imports into **France** from the United States in Jan.-June were $643 million, down 5.5% from the Jan.-June 1967 level. The decline was largely due to the May-June general strike in France. Imports from this country in May-June aggregated $200 million compared with $232 million during May-June 1967, a decline of 13.9%. Total French imports for the May-June periods of 1968 and 1967 were, respectively, $1,912 million and $2,080 million, a decline of 8%. Nevertheless, overall French imports for Jan.-June of $6,535 million were 1.9% above the corresponding period of 1967. The Miller Printing Machinery Corporation of Pittsburgh has sold its **German** subsidiary, the Maschinenfabrik Johannisberg G.m.b.H., of Geisenheim. The new owner of company is the Fritz Werner Industrie-Austruestung G.m.b.H., of Geisenheim, a subsidiary of the Fritz Werner group whose headquarters are in West Berlin. At the same time the Miller Corporation has founded a sales subsidiary in Geisenheim for the parent company's printing machines, which will be manufactured under license by the Fritz Werner G.m.b.H. . . . In the first six months of 1968, **Spain's** imports fell 5.2% to $1,722 million from the same period last year; the U.S. share rose 6.1% to $313 million, accounting for 18.2% of the market. During the same period, Spain's exports rose nearly 13% to $751 million; shipments to the United States rose 40% over last year to $126 million, and accounted for 16.8% of the total. . . . The Belgrade Printing Works (BGZ) and the Printing Developments International Company (PDI) of New York City recently signed a contract establishing an electronic printing process center in Belgrade, **Yugoslavia.** The joint activity involves producing and printing photographs and other materials in color. Printing Developments International will furnish high speed equipment and technical guidance, while Belgrade Printing Works will provide the work force, space, and supplementary plant equipment. This venture is the fifth joint investment project to be concluded between Yugoslav and foreign firms under current legislation.

# U.K. sees 1969 upturn

### Nation expected to remain good market for U.S. goods despite problems

As the second half of 1968 began, the United Kingdom was still in deficit in its balance of payments. Informed observers feel that the devaluation of November 1967 and the stern deflationary measures imposed in the March budget should be sufficient to turn the payments deficit into a surplus by sometime in 1969 if sufficient time is given to allow the measures to work through the economy, according to the semi-annual Economic Trade Report from the U.S. Embassy in London.

Many economists think it will be well into 1969 before the devaluation/deflation measures really begin to pay off. Surveys show a widespread increase in confidence among British businessmen.

In order to maintain confidence in sterling and make it possible to achieve a surplus in 1969, it will be necessary for the British to improve their visible trade balance considerably within the next few months. Though export business has picked up briskly and steadily since November, so have imports, and the trade deficit in the first half of 1968 was $1,008 million.

A healthy British economy and a strong pound is important for the maintenance of international monetary stability and continued expansion of world trade. It is thus in the interests of the United States, and of all trading countries, that the U.K. quickly achieve the payments surplus which it seeks.

It is difficult to say exactly what effect the recuperative process will have upon U.S. exports to the United Kingdom. It does seem likely that American sales of consumer exports may encounter some difficulty in the coming months, but a downturn is not inevitable.

#### U.S. still gains

The market for imports of American capital goods into the United Kingdom may well have been strengthened despite recent attempts to reduce imports. A large part of the expected increase in capital investment could be captured by American exports, since the U.S. is well-equipped to supply the sophisticated machinery which Britain needs. Despite devaluation, British imports from the U.S. in the first quarter ran well ahead of those in the same period of 1967. Britain is and will remain a most important market for U.S. products.

British imports have, in fact, remained high after devaluation and the budget measures, partially because aggressive suppliers have cut their profit margins in order to maintain their hard-earned share of the market. Furthermore, many American consumer goods are luxury items, the demand for which may not be seriously affected by the higher indirect tax rates.

The Kennedy Round tariff cuts which took effect on July 1 should provide further scope for U.S. exporters to increase their sales in the British market.

The relatively low productivity growth which has taken place in the British economy in recent years now shows tentative signs of improvement. Industrial production has increased by 2.2% since devaluation, with no corresponding increase in employment. Unemployment has increased steadily during the second quarter, and could become a political problem for the Government if it should persist. There are also several incipient labor problems among the railwaymen, engineers, and postal workers.

At this writing complete data are available only for the first quarter of 1968. The overall deficit for the first quarter was $871 million. The comparable figure for the fourth quarter of 1967

was $715 million.

With the help of a large surplus in invisible earnings the deficit on current account was reduced from $888 million in the fourth quarter of 1967 to $322 million in the first quarter. Exports, which were $4,015 million and some $480 million greater than those of the fourth quarter were influenced by the shipment of goods which had been held up in last fall's dock strikes. Thus, the underlying trend of exports is somewhat difficult to determine.

In June, the U.K. Board of Trade estimated the exports increased some 5% in the second quarter after taking account of the dock strike effects. This increase in exports, however, was accompanied by a strong and unexpected increase in imports which continued into May, and fell back only slightly in June.

The future course of the balance of payments will depend in large part upon whether this increase in imports is a temporary phenomenon such as restocking, or whether the U.K.'s basic propensity to import has increased.

The key segment of the U.K.'s efforts to improve its balance of payments is the trade account, and a great deal of attention is focused upon each monthly set of trade figures as they appear. The June trade figures were the first since devaluation to show a clear and strong improvement as imports fell $94 million, exports increased $22 million, and the trade deficit was trimmed to $120 million. While these figures represent substantial improvement over previous months' performance, they must improve still further if progress is to be made in swinging the balance of payments towards surplus.

## Were estimates rosy?

**At budget announcement time, the U.K. Treasury estimated that the balance of payments would be in surplus in the second half of 1968. However, the high level of imports has cast some doubt on this estimate. For example: the National Institute of Economic and Social Research (NIESR), a well-regarded independent observer, estimates that the U.K. will run a total deficit of $744 million in the first half of 1968, and $96 million in the second half. In its *Quarterly Review* the Institute notes that the item of importance is not that a given amount of surplus be attained by any specific date, but that a definite turnaround be quickly achieved.**

**TRADE CENTER IN LONDON helps U.S. products hold their own in British import market despite recent efforts to limit inflow. This is the display of Emery Air Freight at a recent between-show promotion.**

In the weeks immediately following devaluation, confidence among businessmen on the outlook for the economy was not high. They did not immediately accept that devaluation conferred upon them a new and valuable trading advantage.

Chancellor Jenkins' budget may have been the turning point. The CBI's (Confederation of British Industry) *Industrial Trends Survey* and the *Financial Times* monthly *Survey of Business Opinion* both confirm that businessmen have become highly optimistic over the past four or five months, particularly as regards prospects for exports and new capital investment. They also feel that higher profits are likely, and they are becoming increasingly optimistic as regards the general business situation.

The pound is acutely susceptible to market pressures, and tends to react in an exaggerated way to isolated occurrences or single statistical items (such as each monthly set of trade figures). This puts in jeopardy the period of relative peace and quiet which the British economy needs to right itself. The announcement in Basle early in July of an agreement leading towards solution of the problem of the so-called "sterling balance" may be of considerable help in seeing the pound safely through the summer. The immediate reaction, in fact, was a sharp rise in sterling to its highest level in nearly two months. This was then reinforced by publication of the encouraging June trade figures.

It is in this latter area, in the external trade account, where the key to a more lasting confidence in sterling is to be found. If the business community's optimism is translated into solid trading performance, and the growth of exports overtakes and surpasses that of imports within the next few months, the confidence now to be found in business circles would be reflected in the financial world.

The Government, and particularly Chancellor of the Exchequer Jenkins, have been criticised over their decision to wait until March to apply deflationary brakes to the economy. This decision allowed a pre-budget shopping spree of record proportion. Knowing that a period of austerity was imminent, Britons dipped into their savings and purchased a rather large amount of goods. Consumer expenditure in the first quarter, seasonally adjusted and at constant prices, was 8% above that of the first quarter of 1967. The largest part of this increase, some 5½%, occurred from October onward.

In April and May, immediately following the budget, spending fell sharply. The volume of retail sales dropped 7% from its March peak while non-food

**MOBILE APPROACH TO MARKETS featured the U.S. computer show train, which visited major cities throughout the U.K. Here, Potter Instruments' representative talks with the Lord Provost of Glasgow.**

shops alone experienced an 11% fall. In value terms the overall drop was only 4½%, due largely to the higher sterling prices of imports. Sales of durable goods dropped by 18%.

It is important in reading the data to realize that these reductions represent falls from the peaks artificially created by the pre-budget spending spree. Despite these drops, sales levels in May nonetheless remained somewhat above the levels of May 1967.

Installment credit, both from finance houses and from stores, decreased in April and May by more than 20% from the peaks reached in the first quarter of 1968 and the final quarter of 1967. Banks have been instructed to hold advances to 104% of levels existing in November 1967 (including loans for export, but not including loans to public entities).

## Consumer spending up

Thus it can be seen that consumer expenditure rose well above normal levels after devaluation as consumers rushed to anticipate the stringent budget measures. The rise and fall were concentrated principally in consumer durables—refrigerators, automobiles, and similar items—but as the budget measures begin to bite harder and price rises overtake wage gains, a fall in sales of non-durable items should follow.

The retail price index rose by 3.7% between November and May, while wage rates went up by about 5%. The prices and incomes bill limits settlements to a maximum increase of 3½% unless clearly tied to a productivity agreement. Local wage drift, however, will probably raise some settlement to 5½% or more.

Unemployment has risen steadily since February. At the same time, there has been a 2.2% increase in industrial production from November to April. This parallel movement of unemployment and production has raised the possibility that the U.K.'s productive potential may now be growing faster than the 3% generally assumed. If this is so and if the faster growth can be maintained, this would make posible a long-term increase in the growth rate of the economy.

It should also be noted, however, that productivity characteristically increases in the early stages of an economic upswing. Thus, the apparently higher productivity may only be a temporary phenomenon. It will be several months before any valid judgments can be made on this point.

The problems of industrial relations began this year with the engineering unions staging a one-day walkout on May 15. Serious flareups, however, have thus far been averted. The one-day walkout, in fact, was staged in lieu of what would have been an infinitely more damaging strike. There have been several potentially dangerous situations at hand, a few of which nearly came to the fore before being successfully settled.

BOAC and Ford have been closed down for short periods, the former by a strike of the Pilots' Association and the latter by a handful of women seat-cover stitchers. The latter closedown reportedly cost Ford some $20 million in export orders. The settlement involved a large step towards equal pay for women; the gap with male workers at Ford has now closed to 8%.

The exact effect of these settlements on the Government's incomes policy is difficult to determine. The 3½% limitation may have been "bent," but apparently it has not yet been seriously and visibly breached. The shape of the railroad settlement will not be discernible until September, when the details of the productivity agreement are concluded.

The International Grains Arrangement replaced the 1962 International Wheat Agreement on July 1. This new Arrangement has two Conventions, the Wheat Trade Convention and the Food Aid Convention. The United States participates in both Conventions.

Under the Wheat Trade Convention minimum and maximum prices have been established for industrial wheat trade. These prices were set approximately 20 cents above the price range under the former International Wheat Agreement. World wheat prices have already responded to this new price range resulting in increases in prices paid for U.S. wheats in the world market.

The Food Aid Convention is a new feature in international trade which represents a significant step forward in multilateral food aid. The 17 donor countries will make available 4.5 million tons of grains to needy countries.

## U.K. cereals agreement

The United States, along with a number of other nations, is a party to this agreement, the features of which are:

- The United Kingdom gives certain access assurances to exporting members of the agreement,
- Consultations are held between the United Kingdom and exporting members regarding performance of these access assurances, and
- In return for these assurances the United Kingdom is permitted to introduce a system providing for minimum import prices for grains when necessary to protect its domestic market against sharp reductions in world grain prices.

When the U.K. Government devalued its currency last fall it decided that it was necessary to renegotiate the mimimum import prices. This renegotiation has just been completed, resulting in an increase in mimimum import prices by about 12.5% for wheat and 9.5% for feed grains.

# Swedish economy rallies

## Outlook for imports from United States expected to improve considerably

After experiencing a business slowdown of greater length and depth than originally anticipated in 1966 and 1967, Sweden seems now to be definitely enjoying an upswing which should continue throughout 1968. That is the verdict of the semi-annual Economic Trends Report from the U.S. Embassy in Stockholm.

Companies are receiving an increased stream of new orders from both at home and abroad, the winter's unemployment (the highest since the present system of registration was started in 1955) has been significantly reduced, rising costs and prices have been restrained, the balance of payments situation is more in hand, and knowledgeable observers in general are taking a more optimistic outlook for the near future.

The two-year stagnation which Sweden appears now to be coming out of has not been a question of absolute decreases in production or GNP, but rather a considerable slowing down in the previous growth rate of the economy. During this period the Swedish Government intervened repeatedly with measures to stimulate the economy, particularly in basic investments and in measures to relieve unemployment. While private demand remained weak, public demand was deliberately increased.

The Swedish picture for imports from the United States should improve considerably in coming months. Swedish imports from the United States were up 7% during the first five months of 1968. It should be stressed that whereas Swedish imports only grew by 2.5% last year, the prediction for 1968 is an increase of 6.5%. This substantial upswing will be attributable to consumer goods, particularly cars and textiles, and to raw materials and semi-manufactured goods.

### Travel to U.S.

Scandinavian travel to the U.S. in the first five months of 1968 increased by 11%. This should stimulate additional interest in American products and services.

The building up of inventories in the wholesale and retail trade is not expected to develop so satisfactorily, and because a certain margin of slack can still be expected to remain in the economy, the prospects are for only a modest rise in imports of investment goods.

Swedish products may be expected to continue to maintain their competitiveness for the time being. Sweden kept its share of the world market during the recent widespread slump in Europe. While Swedish industry continues to be hit by high wages and other rising production costs, and to suffer narrower profit margins in many sectors, a good part (although not all) of these developments are offset by unusually large increases in productivity.

These increases of 6 and 7% annually in productivity point to the areas which hold out the best prospects for American firms. Since in recent years from 20 to 27% of Sweden's GNP has come from exports, Sweden is one of those countries which must export to live; and since Sweden has high wages and an elaborate social welfare system, Swedish leadership understands that in order to remain competitive abroad, Sweden must constantly stay abreast of the latest innovations in production.

For this reason (and for others, such as the long-range demographic trend which constantly reduces the percentage of the population which is productive), the emphasis in Sweden will be increasingly on automation, on labor saving devices, and on cost-cutting techniques.

Goods and services which seem at the present time to offer the most promise to American exporters are: electrical machinery and appliances, including advanced telecommunication equipment, switching and other circuit equipment; business machines; including electronic computers and associated data processing equipment, computer terminals, components; non-electrical machinery, machine tools, mechanical appliances and industrial plant equipment; professional, medical, scientific and industrial instruments; wearing apparel, including sportswear and leisure clothes; basic chemicals, including

### U.S. sales hampered

Swedish business investments in machinery and buildings in 1967 actually came out a minus item. Inventory creation declined in 1966 by $174 million and by another $193 million in 1967.

These general trends obviously had an adverse effect upon U.S. business. The most expansive sectors of the Swedish economy last year—the public sector and housing—have a very low import content. For two years in a row stocks were heavily depleted. The changeover to driving on the right side contributed further to the 15.2% decline in the importation of automobiles.

NEW PRODUCTS ARE TESTED and demonstrated to clients in a test mine near Stockholm. Output of goods rose 4% in 1967, and is expected to go up even more in 1968. (Swedish Information Service.)

industrial chemicals; hand tools, including pneumatic and other power hand tools; automobiles and parts; food processing and packaging machinery; and construction, mining, and materials handling machinery and equipment.

Except for foreign exchange controls, Sweden generally follows liberal economic and commercial policies. On almost all recent international economic and commercial questions of large import, Sweden has taken positions close to those of the United States. This has been true, for example, in GATT negotiations, in the question of maintaining international monetary stability, in arranging international commodity agreements, and in other areas. Sweden has also adopted a constructive attitude toward the U.S. balance-of-payments program.

Last spring the Swedish Government hosted a Group of Ten meeting at the ministerial level in Stockholm. This meeting under Swedish chairmanship agreed upon the manner of the Special Drawing Rights, popularly referred to as "paper gold."

The recovery in Germany and other important European markets, and the strong expansion in the United States, are expected to give an important boost to Swedish exports. At the same time private consumption will rise a predicted 3% in 1968, somewhat faster than last year.

Anxious to consolidate improvements in the balance of payments and price-cost performance of recent months, Swedish authorities are now pursuing a cautious policy for managing domestic demand while at the same time using selective stimulative measures to assure that the recovery will continue.

This policy mix of stimulating the economy while trying to avoid the overheating of 1965-66 is calculated to bring some expansion in 1968, but it will probably leave a certain margin of slack in the economy.

Moreover, the Government's Labor Market Board predicts that the seasonal rate of unemployment during the coming winter will be as high as it was during the winter of 1967-68. The largest pockets of unemployment are expected to prevail in northern Sweden, while the situation in the more industrialized southern parts of the country is expected to be relatively favorable.

The latest predictions of the Swedish authorities are that the GNP will increase as much as 4%, compared to 2.7% in 1967. Earlier estimates released last January placed the additional GNP for 1968 at 3.5% and the 1967 increase at 3.3%. The trend, therefore, for 1968 appears to be increasingly favorable.

The pattern of the recent expansion, however, shifted considerably. Expenditures on public goods and services, and on housing, which is also determined largely by the Government, increased significantly.

On the other hand demand for private investments and inventory creation has been off. With more private consumption in 1968, additional inventory accumulation to replace somewhat depleted stocks, and greater demand for Swedish exports, the traditional pattern of Swedish expansion should start to return in 1968 and account for a considerable portion of the added GNP.

Great strides have been made in the last twelve months (albeit helped by the business slowdown) in containing the strong inflationary pressures of the mid-1960's. During 1967 consumer prices rose by 4.5% as against 6.3% in 1966 and 5% in 1965, but, screening out the effects of increased sales taxes and other taxes, this figure for 1967 would be only 2.2%.

Moreover, both consumer and wholesale prices in the latter half of 1967 and the first half of 1968 have been virtually stable.

The same, however, cannot be said for wage developments, although there was a small improvement in 1967. The percentage increases in the total wage bill for 1964 through 1967 have been respectively 10.5%, 10.5% 10.5%, and 8%. Since estimated annual growths in productivity for the same period are placed at approximately 6 to 7%, those recent wage developments have been inflationary.

Next fall and winter there will be protracted wage negotiations affecting almost the entire labor force, and much will depend upon their outcome. Responsible labor leaders seem to be reconciled to less generous wage settlements than in the recent past, but no one can say with much certainty what will finally result.

Despite some temporary restrictive measures in the fall and winter of 1967-68 to defend the krona, the general policy of

## Booklet tells how to start business in Sweden

The 1968 edition of Handelsbanken's guide for foreign companies interested in setting up a business in Sweden is now available.

The publication gives brief information on Swedish regulations concerning foreign exchange, capital investment, distribution of dividends, repatriation of foreign invested capital, legal aspects on the establishing of foreign enterprises in Sweden, and relevant tax regulations.

Copies may be obtained from Svenska Handelsbanken's U.S. representative in New York City whose address is 1 Rockefeller Plaza, New York, N.Y. 10020.

**AMERICAN EXPORTERS** are directed to the demand in Sweden for machinery, tools, appliances, electronic equipment, computers and scientific equipment. Below, a discussion in the laboratory of the Swedish representative of Tektronix, Inc., a Beaverton, Ore., manufacturer of oscilloscopes.

Swedish authorities for several months now has been one of strong liquidity expansion, in part resulting from large budget deficits and in part by the release of investment funds from the Central Bank. The stimulative effects of the release of these investment funds would have come to an end in the second half of 1968, but in April the Government decided upon a fresh release of such funds to counter possible unemployment next winter.

The total amount of funds raised in credit and capital markets rose from $2.45 billion in 1966 to $3.34 billion in 1967. Total bond issues during 1967 amounted to $1.74 billion as against $1.39 billion in 1966.

For the present this expansionary trend appears to be continuing. For example, during the first five months of 1968 bank loans increased by $425 million as compared to an increase of $212 million during the comparable period of 1967. The sharp increase in commercial bank credits in the six-month period from November 1967 to May this year is the highest rise in any six-month period of the 1960's.

Therefore, the availability of credit does not appear to be a limiting factor in the Swedish economy. On the contrary, the problem has been more on the demand side.

## Services lag

Although the production of goods in 1967 rose by 4%, mining and manufacturing were only up 1.5%, increased services came to only 2%, and the output in private services seems to have risen hardly at all.

The prediction for 1968, however, is for greater growth in both goods and services. The largest increases are expected in mining and manufacturing, while an absolute decline is anticipated in forestry and agriculture (by as much as 5.5%).

Private consumption in 1968 is expected to rise by 3%, somewhat faster than last year. The growth in disposable income in 1968 may actually be somewhat smaller than last year, but with a slowdown in the rise of prices, the growth in real disposable income will probably accelerate.

In recent months the consumption of durables, except for new automobiles, has increased more rapidly than for non-durables. In 1967 the consumption of new cars declined by 12%, but in 1968 it is expected to recover and increase by as much as 20%. During the first half of 1968 new car registrations went up by 8.6%, the first increase in three years in Sweden.

Swedish authorities are predicting that in the first half of 1969 the total volume increase in production will be 4% above the same period of 1968. The growth in the consumption of non-durables is estimated at 3% and in durables at 9%.

**BUYING OF CARS decreased in 1967 but is expected to recover this year. Despite several well-known Swedish makes like the Volvo, shown above at Torslands factory, importation of U.S. cars is popular.**

Except in the building sector, investments were weak in 1967. In fact it is now calculated that there was a disinvestment of as much as 2.5% in machinery. Investments in mining and manufacturing showed only a weak growth, and military investments in machinery declined sharply.

In 1968 total investments in machinery are expected to increase by 2% or, excluding the merchant fleet, by 4.5%. Estimates are for building investments, which have been up, to slow down in 1968 to a growth of 3.5%, the lowest rate in the 1960's.

While Sweden made considerable progress in reducing the deficits on both the current account and the trade account of its international balance of payments in 1967, it appears that the situation for 1968 will remain largely unchanged. The trade balance in 1967 was helped considerably by the business slowdown in Sweden which cut down on domestic demand for imports while performance on the export side remained strong.

Exports of goods and services in 1967 increased by 5.3% in volume as against a 2.5% increase in volume for imports. Since the first of this year both exports and imports have been rising at a strong rate.

## Optimistic forecasts

Forecasts for 1968 are that both exports and imports will increase by approximately 6.5% in volume. Excluding ships, merchandise exports will rise an estimated 7% in volume and 8.5% in value. The deficit on the trade balance for 1968 is expected to be $158 million, as compared to a deficit of $174 million in 1967.

After a temporary loss of gold and foreign exchange reserves following the British devaluation in the fall of 1967, Sweden quickly recovered to the point that by March its holdings were about the same as a year previously. The strong upsurge in imports, however, contributed to these reserves being 3.6% less at the end of June than at the end of June last year.

### New taxes due

**Although the short-range outlook for increased private investments does not appear so bright, it should be noted that on Jan. 1, two new taxes will come into force which will shift the tax burden somewhat from capital-intensive to labor-intensive industries. The current sales tax of 11% on almost all goods and services will be replaced by a value added tax and a 1% tax on payrolls.**

**Manufacturers of engineering products, the forest industry, and the iron and steel industry are expected to benefit from these tax measures, while the building industry and service industries in general will pay more taxes.**

# Indonesia contracts with European firm to expand rice yield

### Potential for U.S. agribusiness seen in food production target

A European firm has just concluded a $12 million contract with the Indonesian Government under which it will supply insecticide, fertilizer, and equipment to increase production in three areas of Java.

The arrangement is one which U.S. firms might also consider as a means of tapping the developing market of this large agricultural country, which has set as a priority target an increase in food production.

Almost 740,000 acres planted to wet crop rice, equally divided in East, Central, and West Java, are to be treated by the firm in the 1968/69 crop year. The treated area will be expanded to nearly 990,000 acres in 1969/70, and discussions will be held on similar programs for the subsequent three years.

Under the contract, the firm will provide, at a fixed price per acre, the aerial spraying of pesticides, the application of urea and triple phosphate fertilizer, and the necessary spraying and transportation equipment. Agronomists will be furnished to supervise the work.

### Other provisions

The firm has agreed to pay a fairly small management fee to each of the authorities in the three provinces involved in the program for expenses they will incur. It also has guaranteed there will be no damage to the rice crops as a result of the treatment. There are provisions covering obligations of the firm and the Indonesian Government in the case of natural disaster such as flood and drought.

The firm has not formed a consortium, but expects to contract with other firms willing to cooperate in the supply of fertilizer.

The Indonesian local and central government authorities have been able to enter into an agreement of this kind because of the sizable increases in rice output expected to result from the program and their consequent reduced dependence on imports to meet domestic rice requirements. The same firm was able to increase yields by 30 to 40% in a program involving the application of pesticides to riceland in Sulawesi in the 1966/67 season. An additional factor in financing the arrangement is the considerable differential between the price paid to farmers for rice in Indonesia and the price paid by the Government Food Board (BUL) which is responsible for maintaining rice supplies.

The firm's guaranteed reimbursement of $12 million will be made in three installments in 1968/69—20% in September 1968, 20% in January 1969, and 60% in June 1969. The firm was able to find a European bank which would finance the project. The Government Food Board has agreed to pay sufficient rupiahs to the Indonesian Central Bank to enable it to make reimbursement in accordance with the terms of the contract.

For additional information on these arrangements, **write:** Chemical Division, BDSA-544, or the Far Eastern Division, BIC-892, Department of Commerce, Washington, D.C. 20230.

# Greece regulates imports of small health machines

### Measure intended to protect public from products of doubtful worth

The Greek Ministry of Social Welfare recently issued a sanitary regulation to control the marketing, advertising, and sale of special light apparatus used in contact with the human body (such as massage instruments, items used in beauty salons, and similar items). This measure is intended to protect the general public from a variety of products of questionable usefulness which have been freely advertised and marketed in the past.

To regulate and control the marketing and sale of items capable of improving the physical condition of man and of curing certain ailments, the Ministry of Social Welfare issued Sanitary Regulation No. C1A/1656 dated Mar. 16.

Under this decree, any party wishing to market any type of light apparatus claimed to have stimulant and/or therapeutic properties must apply for a free circulation permit for the specific product involved to the Board of Hygiene, Ministry of Social Welfare. When obtained, this permit will also entitle the distributor to advertise the product.

In order to import apparatus or instruments intended for preventing or treating human ailments, importers or agents are required to submit a certificate from the sanitary authorities in the country of manufacture stating that the imported product is in free circulation in the country of origin. This certificate should describe the apparatus and its alleged therapeutic properties and it must accompany the import approval application submitted to the Board of Health.

This regulation in no way affects the importation and distribution of scientific medical apparatus and equipment, surgical tools and supplies, and hospital equipment, which are essential to the operation of hospitals, medical clinics, and laboratories.

## Japan's envoy to help open Oakland container terminal

Japan's Ambassador to the United States, Takeso Shimoda, will be the principal speaker at the Sept. 12 dedication of the Port of Oakland's Seventh Street Marine Terminal. The dedication will mark the opening of the port's 140-acre terminal developed at the site of the old Southern Pacific Ferry Mole and the coming of container ship service to the complex.

Oakland port officials say the terminal is the largest container freight facility on the Pacific Coast, and will initially be served by seven container lines in the Hawaiian and Far East services. A general accommodation berth is also available for container ships on other trade routes, and four additional berths are planned for the future.

## Spain opens duty-free quota on iron and steel slabs

In the Spanish Official State Bulletin of July 6, the Ministry of Commerce published a decree dated July 4 which established a duty-free quota on the importation of iron and steel slabs of more than 1,000 kgs. weight and with a thickness greater than 120 mm. (Customs Heading 73.07-B-4-a). The quota will cover the importation of up to 75,000 tons of slabs and will remain in effect until the end of this year.

# 1st quarter exports to Bloc below '67 pace; imports rise

### Latest figures show negative balance in U.S. trade there

U.S. exports to Eastern Europe increased $13.6 million in the first quarter of 1968 above fourth quarter 1967, but were well below the totals for a year earlier, the U.S. Department of Commerce revealed in its 84th Quarterly Report on Export Control.

There also was a slight rise in the value of U.S. goods licensed for export to these countries in the second quarter, the report showed. Figures on actual exports are available one quarter later than those for export licensing.

The report showed exports of $55.2 million to Eastern Europe in the first quarter of 1968, compared with $41.6 million in the fourth quarter of 1967 and $71.8 million in the first quarter of 1967. Exports to these countries represented seven-tenths of one percent of total U.S. exports in the first quarter.

Poland received $21.6 million; the USSR, $14.9 million; East Germany, $6.3 million; Czechoslovakia, $4.9 million; Rumania, $3.9 million; Hungary, $2.1 million; and Bulgaria, $1.4 million.

Principal exports to Poland were agricultural commodities valued at $19.4 million, including unmilled corn, soybeans, raw cotton, oilseed cake and meal, wheat, and animal and vegetable oils. Exports to the USSR included aluminum oxide, hides and skins, nonelectric machinery, woodpulp, agricultural insecticides and other chemicals.

U.S. imports from Eastern Europe during the first quarter of 1968 totaled $58.5 million, compared with $38.4 million in the previous quarter and $53.6 million in the first quarter of 1967. Imports from these countries represented eight-tenths of one percent of total U.S. imports in the first quarter.

Poland supplied $26 million of the U.S. imports, principally in canned hams and preserved pork. Imports from the USSR totaled $20.7 million, including platinum group metals, diamonds and chrome ore.

License applications to export $44.1 million of U.S. commodities to Eastern Europe were approved in second quarter 1968. This compared with $37.2 million approved in the previous quarter and $24.5 million in the second quarter of 1967.

Among the principal commodities licensed were industrial machinery ($17 million total, with $15.6 million destined for the passenger automobile plant being built by Fiat in the USSR); agricultural commodities ($8.4 million total, mostly to East Germany); chemical products ($7.4 million, including $5 million for USSR).

During the second quarter, the Department also approved 26 applications to export technical data to Eastern Europe. These requests related primarily to petroleum refining, chemicals, petrochemicals, metalworking processes, and automotive components. This compares with 19 approvals in the previous quarter and 44 in the second quarter of 1967.

License applications rejected during the second quarter amounted to $5 million, including well-logging equipment valued at $2.6 million; industrial machinery $472,479; glycerine $892,500; and cameras for the manufacture of masks for semiconductors $330,735.

On May 10 the Commerce Department announced a new procedure for licensing exports and re-exports of samples to Eastern Europe. Previously, when Commerce received an application to export samples to this area, it also determined whether a commercial quantity of the commodity might be approved for the same destination. Under the new procedure, an exporter may request that his export license application for samples be acted on without any advance determination as to whether a commercial quantity might also be approved.

The new procedure is limited to samples of: chemicals, drugs, and pharmaceuticals; synthetic rubber; petroleum and petroleum products; lubricants, additives and operational fluids; and metals and minerals. Samples must be sent in accordance with usual business practices, and they must be sent either without charge or at no more than the usual charge. In no case may the value of a sample exceed $200.

The Quarterly Report also summarized export control activities with respect to Southern Rhodesia, short supply, and enforcement actions.

The 84th Quarterly Report on Export Control is for sale at 30 cents a copy by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or from any of the 42 U.S. Department of Commerce Field Offices.

## Tariff Commission to hold furazolidone hearing Sept. 10

The U.S. Tariff Commission will open a public hearing on Sept. 10 as part of its investigation to determine if furazolidone is being unfairly imported into this country. The Norwich Pharmacal Company requested the investigation, claiming that such imports have violated its patent rights.

All parties concerned with the subject matter of the investigation are invited to appear at the hearing and make their views known.

The complaint was served on all parties mentioned therein, and is available for inspection in the offices of the Secretary of the Tariff Commission in Washington, or in the New York City office of the Commission, located in Room 437 of the Customhouse.

Persons wishing to testify at the hearing should notify the Secretary of the Commission, in writing, at least five days before the hearing begins.

## AMA seminar to study non-tariff trade barriers

The status of non-tariff barriers to world trade, which were not dealt with in the Kennedy Round negotiations, as well as the different proposals for implementing the cuts which were agreed to at Geneva will be the subject of an American Management Association Seminar in New York Sept. 16-18.

The meeting, entitled Tariff Developments and Controls Affecting U.S. Trade —Status of the Kennedy Round Negotiations, will feature speakers from private business, education, and government.

The seminar will review the role of world trade in the U.S. economy, the regulation of international trade, look at a possible trade policy for the 1970's, and study methods of expanding world trade.

**Write:** American Management Association, AMA Bldg., 135 West 50th St., New York, N.Y. 10020.

## Eximbank note rates change

The Export-Import Bank has announced further changes, effective Aug. 15, in the rates on its short term discount promissory notes. The last previous rate change was effective on Aug. 5. New rates are: 30-89 day notes, 5.25%; 90-179 days, 5.45%; and 180-360 days, 5.60%.

# Commerce eases controls reporting for small investors

### Foreign investment exclusion now set at $200,000 annually

The Office of Foreign Direct Investments, U.S. Department of Commerce, has announced that hundreds of smaller investors will no longer be required to file detailed quarterly reports on their foreign investment experience.

Revised quarterly forms (FDI-102) were mailed last week to more than 3,000 companies and individual investors. Quarterly reports usually are due 45 days after the end of a quarter, but the deadline for second quarter reports has been extended to Sept. 20 because of the revisions. Changes in the form reflect recent changes in the Foreign Direct Investment Regulations.

Earlier the Office announced that the minimum authorization for direct foreign investment has been raised from $100,000 to $200,000, effective Jan. 1. This means that firms which had little or no investments abroad in the base-period years of 1965-1966, which are used to compute the allowable limits of overseas investments, can now invest up to $200,000 annually.

The purpose of the foreign direct investment program is to reduce the outflow of U.S. capital used for foreign direct investment. It is part of the overall program to cut the deficit in the U.S. balance of payments.

Heretofore, all companies and individuals classified as foreign direct investors were required to make cumulative detailed quarterly reports covering their foreign direct investment experience. The revised instructions to the form permit many companies merely to give an estimate of their cumulative quarterly direct investment to date and check a box noting their exemption from the detailed reporting requirements.

Charles E. Fiero, Director of OFDI, said, "We suggest that investors read the instructions carefully to determine whether they are eligible to file in this abbreviated manner. Any investor who does not expect to have capital outflows over $200,000 in 1968 may be eligible.

"It should be emphasized, however, that such companies are still subject to the regulations and that they must file an annual report (FDI-102F) by April 30, 1969.

"This change will ease substantially the reporting tasks of perhaps half of the 3,000 companies reporting to OFDI. However, our analytical and planning programs will not be materially affected since these smaller investors account for only about 2% of total direct investment capital outflow."

## German firm seeks license to make electric motors

A license to manufacture small 50 and 400 cycle, 220 volt, synchronous electric motors, 10 through 40 mm in diameter, is sought by a German manufacturer of electronic timing devices for industrial application.

The firm employs about 50 and is reportedly one of Germany's leading producers of time controls, relays, and time switches with synchronous motors.

**Write:** Kontrolluhrenfabrik Julius Bauser, 7241 Empfingen bei Horb/Neckar, Germany.

## British firm wants to produce resins, coating materials

A British manufacturer of synthetic resins is seeking licenses and cross-licensing agreements for the manufacture of synthetic resins and surface coating materials for the paint, polish, textile and paper industries.

The company employs 120 persons and has 25 overseas agents. Market area includes all of Europe, Africa and Southeast Asia.

**Write:** Styrene Co-Polymers Ltd., Earl Road, Cheadle Hulme, Cheshire, England. WTD.

## Italian brick maker requests U.S. licensing arrangement

An Italian manufacturer of bricks for the building industry desires to enter a licensing agreement with a U.S. firm to manufacture colored bricks.

The firm, which is primarily interested in processes to color bricks in the mix and secondarily in surface coatings, operates a plant at Oriolo di Voghera (Pavia) employing 65 workers.

**Write:** Lador S.p.A., Via A. Sforza 3, Milan, Italy. WTD.

## Partner or buyer sought to exploit Belgian quarry

The owner of a black marble quarry in Belgium would like to contact parties interested in buying or exploiting it. Surveys made by Belgian experts in 1950 reportedly indicate that the three-layer deposit should extend over approximately 6.18 acres located in a ground area of 14.8 acres. It is also estimated that the quarry would yield 1,412.59 cubic feet of construction sand.

The Government of Belgium, in an effort to encourage the development of various industrial endeavors, is prepared to consider up to 100% financing for investments by U.S. firms.

Further details may be obtained by **contacting:** Mr. Leon Doyen, Vice Consul, Industrial Section, Belgian Consulate General, 50 Rockefeller Plaza, New York, New York 10020.

## Handling equipment license sought by French company

Licenses to produce various types of machinery, preferably in the field of heavy duty materials handling machinery for use in the chemical, paper, wood and other industries are sought by a Bordeaux equipment manufacturer. Of particular interest is newly designed and developed U.S. machinery.

The French company currently manufactures hoisting and lifting equipment, automatic pallets, industrial boilers and tanks, traveling cranes, conveyors, and material handling equipment. It is also engaged in the fabrication of metallic constructions, steel frameworks and related metallic structures.

**Write:** Mr. Yves Bannel, Bordeaux-Sud, 174 Rue Carles-Vernet, 33-Bordeaux (Gironde), France.★ WTD.

## Japan firm wants to make drums, electronic organs

A license to produce drums and electronic organs is sought by a Nagoya manufacturer of musical instruments.

The Japanese firm operates two plants and has approximately 50 employees. To obtain further information **write** the firm's authorized representative: Pan Ocean Trading Company Ltd., Central P. O. Box 409, Nagoya, Japan.

A WTD is available for the manufacturer, Katayama Kigyo Company Ltd.

# World Trade Opportunities

## Brazil calls for bids for two water turbines

Sealed bids will be received by the Companhia Forca e Luz do Parana (CFLP) at the office of its Coordenador de Compras at Avenida General Justo, 171 sobreloja, ZC-39, Rio de Janeiro, GB, Brazil, until 2 p.m. (local time) on Oct. 14, for the furnishing and delivery of two impulse water turbines 11,800 CV (11,635 hp) each according to the "Specifications CAEEB GUAR-3/1."

Bids must be submitted strictly in accordance with the instructions and specifications and in the proper forms. The instructions, specifications and forms which comprise the bidding documents, available in both Portuguese and English, will be supplied not later than 30 days after the publication of the invitation for bids, upon request accompanied by a non-refundable payment of 15 new cruzeiros ($1 = 3.20 NCr) per volume. There are three volumes referring to the turbines of which the first two will not be supplied separately: (1) bidding documents for the turbines, in Portuguese; (2) bidding documents for the turbines, in English; (3) "Relatorio Basico", in Portuguese, not essential for the bidders.

The above volumes as well as additional information may be obtained from Escritorio Tecnico Carlos Berenhauser Junior, Avenida Franklin Roosevelt, 126 Room 404, Rio de Janeiro, GB, Brazil.

A bid guarantee of no less than NCr $50,000 (50,000 new cruzeiros) or the equivalent in foreign exchange must accompany bid.

## Yugoslavia seeks bids to buy house trailers

A Yugoslavian firm desires bids on 1500 trail coaches (mobile dwellings), broken down as follows: 400 with two (plus 2) beds, three meters long; 200 with two (plus 2) beds, 3.8 meters long; 400 with four (plus 1) beds, 4.45 meters long; 300 with four (plus 1) beds, five meters long; 200 with five (plus 1) beds, 6.55 meters long. The firm seeks long-term credit to finance the purchase.

Bids (in English) should be sent in quintuplicate to Zeljpoh Import-Export, Zagreb/Trg Marsala Tita, P.O. Box 100, Yugoslavia by Oct. 1.

Specifications require that all trailers be equipped with refrigerator, gas stove, sink, water pump, and entrance steps. A description of the interior decoration and equipment is also requested.

## Argentina calls for bids on installation contracts

SEGBA, an Argentine Government-owned electric utility company, invites bids on the following projects:

**Tender No. 2859:** installation of boiler No. 17, its ancillary equipment and corresponding metal structure.

Bid deadline is Aug. 21.

**Tender No. 2861:** installation of electrical equipment in SEGBA's No. 9 generator of its Puerto Nuevo Power Plant.

Bid deadline is Sept. 4.

Sixty-day bid deadline extensions are being requested for both projects.

Copies of bid conditions can be obtained for 5,000 Argentine pesos (about $14) for each project from SEGBA, Balcarce 184, Room 443, Buenos Aires, Argentina.

### Malawi Government to purchase complete hydroelectric plant

The Malawi Government is inviting inquiries from U.S. manufacturers and contractors for the purchase of a 16 megawatt hydroelectric plant to be financed by a $7 million IDA loan.

Items required for the plant are: diversion weir, intake, conduit, tunnel, surge chamber, penstocks, powerhouse, tailrace, valves, turbines, alternators, substation equipment, generators, 40 miles of 66,000 volt overhead line on steel towers and other equipment

Interested parties should contact Messrs. Kennedy and Donkin, Premier House, Woking, Surrey, England. Registration closes Sept. 16.

### Jamaica invites equipment bids for colleges, secondary schools

The Ministry of External Affairs, Kingston, Jamaica, proposes to offer a tender for instructional supplies and equipment for science laboratories, industrial arts, arts and craft, home economics, audio-visual aids, furniture, farm equipment, and transport units, to equip 50 secondary schools, six colleges, and teachers living quarters.

The equipment, to be purchased under a project financed jointly by the International Bank of Reconstruction and Development (World Bank), and the Government of Jamaica, is to be delivered in phases to synchronize with the completion of buildings scheduled for December 1969.

Prospective bidders interested in receiving the tender documents should apply to: The Crown Agents, 4 Millbank, London S.W.1, England.

### Advanced information available on E. African telecommunications

The East African Posts and Telecommunications Administration has advanced information on Tender No. 6/68, for telecommunication equipment.

Copies of the advanced information are available from the Crown Agents for Overseas Government and Administrations, 4 Millbank, London S.W. 1, England, or on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-658, Room 4125, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4038.

## Malaysia seeks bids on irrigation system

Tenders are invited for the construction of the Wan Mat Saman North System reticulation system in Malaysia.

The works comprise the construction of canals, drainage and irrigation structures involving 2,326,203 cubic yds. of earthwork, 24 constant head orifice offtakes, 3 constant head orifice offtake culverts, 10 irrigation control drops, 26 irrigation end controls, 4 irrigation syphons, 2 irrigation control drop culverts, 12 drainage end controls, 10 drainage end control culverts, 2 underdrainage culverts, 6 road culverts, 46 drainage crossings, 11 medium traffic bridges, 38 open flumes and 4 gated flumes, located within the contract area.

Bid deadline is Sept. 9.

Copies of tender documents are available from Director, Drainage & Irrigation, Malaysia, Drainage & Irrigation Department Headquarters, Swettenham Road, Kuala Lumpur, Malaysia. Tender documents will be issued only to tenderers approved by the World Bank. Prospective bidders should submit their names early for approval by the Bank.

A set of tender documents is available for office review in the Construction and Building Materials Division, BDSA-564, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3601.

## Brazil seeks to buy power plant generator

Sealed bids will be received by the Companhia Forca e Luz do Parana (CFLP) at the office of its Coordenador de Compras at Avenida General Justo, 171 sobreloja, ZC-39, Rio de Janeiro, GB, Brazil, until 2 p.m. (local time) on Oct. 14, for the furnishing and delivery of one generator 19,400 KVA, according to the "Specifications CAEEB GUAR-3/2."

Bids must be submitted strictly in accordance with the instructions and specifications and in the proper forms. The instructions, specifications and forms which comprise the bidding documents available in both Portuguese and English will be supplied not later than 30 days after the publication of the invitation for bids, upon request accompanied by a non-refundable payment of 15 new cruzeiros ($1 = 3.20 NCr) per volume.

There are three volumes referring to the generator of which the first two will not be supplied separately: (1) bidding documents for the generator, in Portuguese; (2) bidding documents for the generator, in English; (3) "Relatorio Basico" in Portuguese, not essential for the bidders.

The above volumes as well as additional information may be obtained from Escritorio Tecnico Carlos Berenhauser Junior, Avenida Franklin Roosevelt, 126 Room 404, Rio de Janeiro, GB, Brazil.

A bid guarantee of no less than NCr $50,000 (50,000 new cruzeiros) or the equivalent in foreign exchange shall accompany each bid.

# Brazil cites needs for circuit breakers

Sealed bids will be received by the Companhai Auxiliar de Empresas Eletricas Brasileiras (CAEEB) at the office of its Coordenador de Compras, Avenida General Justo, 171 sobreloja, ZC-39, Rio de Janeiro, GP, Brazil, until 14:00 hours (local time) on Oct. 7, for the furnishing and delivery of power circuit breakers as described in CAEEB Specifications Nos. BX-A-11567-R, BX-A-11583-R, BX-A-11584-R and BX-A-11574-R, required for the expansion of the subtransmission and distribution systems of four electric utility companies represented by CAEEB.

Bids must be submitted strictly in accordance with the instructions and specifications prepared by CAEEB, and in the forms furnished by the same. These instructions, specifications and forms, which comprise the bidding documents, will be available in both Portuguese and English and may be obtained only at the above address not later than 30 days after the publication of the invitation for bids, upon request to the Coordenador de Compras, accompanied by a non-refundable payment of 30 new cruzeiros ($1 = 3.20 NCr) per set of documents in the two languages.

A bid guarantee of no less than 5% of the value of the proposed material up to a limit of NCr $320.000,00 (320,000 new cruzeiros) or the equivalent in foreign currency, shall accompany each bid.

## Argentina to build aqueduct

The National Waterworks Department is inviting bids for the construction of the La Puntilla-Alto Godoy Aqueduct, Province of Mendoza. Bid deadline is Sept. 26.

The official budget for this project, which is to be financed by the Inter-American Development Bank, is 349,526,000 Argentine pesos (approx. $998,646).

Copies of bid conditions and technical specifications can be obtained for 5,060 Argentine pesos from Obras Sanitarias de la Nacion, Marcelo T. de Alvear 1840, Buenos Aires, Argentina, by asking for Expediente 393-LP-968. A set of bid documents is available for office review in Room 4014, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-976-3602.

## Malawi firm interested in U.S. consumer goods

A Malawi firm, A. J. Carter & Co., Ltd., wishes to hear from American firms producing consumer goods having retail potential in that country. Initial transactions would be on an indent sales basis to determine market response. Exclusive agent relationships would then be sought if justified.

Products which might find markets include fertilizers for tobacco and cotton, nonperishable foodstuffs, such as rice and hardwheat flour, hand tools for carpentry and garage work, automobile and truck tires, and fishing equipment. **Write:** A. J. Carter & Co., Ltd., Kamuzu Highway, P.O. Box 617, Limbe, Malawi.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $4.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

*Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.*

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-618, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

# Sales Leads for Exporters

*Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.*

### 151 General building contractors

**PARAGUAY**—Interested in developing housing project consisting of prefabricated homes. Such units may be wholly or partially imported. Prices may vary from low to medium for families of similar incomes. Mr. Alberto José Sborovsky (wholesaler, retailer), Calle Estrella 485, Asuncion. WTD 6/68.

### 201 Meat products

**GERMANY**—Meat preserves, prepared foods in cans (ready meals, not frozen). Requests offers with price quotations c.i.f. Hamburg or Rotterdam. Requests replies in German. Alfred Stegemann (agent, distributor, importer, exporter), 82-84 Koloniestrasse, 41 Duisburg. WTD 7/68.

### 205 Bakery products

**JAPAN**—Cookies. The Bon Inc. (retailer, distributor, importer), 18 Minami Wataya-cho, Minami-ku, Osaka. WTD 4/68.

### 207 Confectionery

**GERMANY**—Confectionery items of all kinds for children, chewing gum, bubble gum. Requests price quotations Antwerp, Belgium. Trawigo Suesswaren-Spezialitaeten GmbH &

Co. KG (wholesaler, distributor, importer), 5102 Wuerselen. WTD 7/68.

### 208 Beverage industries

**SWITZERLAND**—Bourbon whisky. Direct purchase and agency. Jean Haecky Import AG (importer, distributor), Laufenstrasse 12-18, 4000 Basel. WTD in preparation.

### 212 Cigars

**SWITZERLAND**—Cigars. Direct purchase and agency. Hediger Sohne AG (importer, agent, distributor), Aarauerstrasse, 5734 Reinach. WTD 7/68.

### 220 Textile mill products

**SWEDEN**—Lightweight tweeds for men's, women's wear. Schlasbergs Konfektionsfabrik AB (manufacturer), Pilakersgatan 32, S-261 41 Landskrona. WTD 8/68.

### 221 Broad woven fabric mills, cotton

**MALAWI**—Cotton blankets. Lalji Kurji Ltd. (manufacturers' representative, importing wholesaler), P.O. Box 61, Blantyre. WTD 8/68.

**NIGERIA**—Cotton grey yarn; carded wet grey yarn cones, 30/1; cotton grey yarn; semiconed and carded, 12/1 and 32/1; dyed cotton yarn for toweling, 24/2; cotton grey cloth: 60/60-20/20, 37"-38" width; cotton grey cloth: 68/60-30/30, 50" width; cotton grey cloth: 60/56-20/20, 37"-38" width. Matzen & Timm (Nigeria) Ltd. (importer, wholesaler, manufacturer, sales and indent agent), 50 Burma Rd. P.O. Box 333, Apapa, Lagos. WTD in preparation.

**THAILAND**—Bed linens, particularly quality print or color ensembles suitable for bridal gifts. Catalogs, c.i.f. prices of lines not presently represented in Thailand. Scandia (importer, retailer), 133/5 Gaysorn Rd., Bangkok. WTD in preparation.

### 222 Broad woven fabric mills, manmade fiber, silk

**NIGERIA**—Nylon polymide stretch yarns, raw white and dyed, 70/2, annual requirements 200,000 to 300,000 lbs.; nylon polymide yarn, raw white, 20/2, 40/1, and 70/1; nylon polymide sewing thread. Matzen & Timm (Nigeria) Ltd. (importer, wholesaler, manufacturer, sales and indent agent), 50 Burma Rd., P.O. Box 333, Apapa, Lagos. WTD in preparation.

### 223 Broad woven fabric mills, wool

**MALAWI**—Wool blankets. Lalji Kurji Ltd. (manufacturers' representative, importing wholesaler), P.O. Box 61, Blantyre. WTD 8/68.

### 225 Knitting mills, products

**MALAWI**—Mosquito netting. Requests price lists; quote £ sterling. Lalji Kurji Ltd. (manufacturers' representative, importing wholesaler), P.O. Box 61, Blantyre. WTD 8/68.

### 227 Floor covering mills

**HONDURAS**—Rugs, carpets, mats. Exclusive agency. Comisiones Tropicales, S. de R. L. (manufacturers' representative), Apartado Postal 314, Tegucigalpa. WTD 10/67.

### 228 Yarn, thread mills, products

**DENMARK**—Spun and dyed acrylic, synthetic yarns for knitting sweaters, outerwear. A/S Richards Aalborg (manufacturer), 12-14 Sonderbro, 9000 Aalborg. WTD 7/68.

### 229 Textile goods

**UGANDA**—PVC imitation leather. M.L. Trading Co. (Uganda) Ltd. (agent), P.O. Box 277, Kampala. WTD 5/68.

### 239 Fabricated textile products

**MOROCCO**—Braids, trimmings, laces, paillettes, ribbons, all items regarding general haberdashery. Direct purchase and exclusive agency. Quotations c.i.f. Casablanca. Jean Elkouby—Mercerie Jeanel (importer, distributor), 33, Rue de Pau, Casablanca, Maarif. WTD 8/68.

### 262 Paper mills, products

**UGANDA**—Printing paper. M.L. Trading Co. (Uganda) Ltd. (agent), P.O. Box 277, Kampala. WTD 5/68.

### 264 Converted paper, paperboard products

**HONDURAS**—Wallpaper, machine printed. Exclusive agency. Comisiones Tropicales, S. de R. L. (manufacturers' representative), Apartado Postal 314, Tegucigalpa. WTD 10/67.

### 273 Books

**GERMANY**—New scientific books, periodicals of all kinds. E. J. Brill GmbH.: Orientbuchhandlung am Friesenplatz (importer, retailer, exporter), 5 Koeln a. Rh., Antwerpener-Strasse 6/12. WTD 7/68.

New scientific books on all subjects for universities. Requests replies from publishers or universities only; c.i.f. European ports. Requests replies in German. Gustav Brockmeyer, Buchhandlung (retailer, importer, wholesaler), 463 Bochum, Viktoriastrasse 1. WTD 7/68.

Scientific, professional books in all fields. H. Juergen Dahm, Wissenschaftliche Importbuchhandlung (retailer, importer), 68 Mannheim, C 1, 8. WTD 8/68.

### 275 Commercial printing

**MALAWI**—All kinds of playing cards. Requests catalogues, samples. Lalji Kurji Ltd. (manufacturers' representative, importing wholesaler), P.O. Box 61, Blantyre. WTD 8/68.

### 281 Industrial chemicals

● **INDIA**—Urea (bagged), 200,000 Metric Tons, to be shipped during November, December, and January 1969. Tender # FP4(9)/P11-5(57)/68. Bid deadline Aug. 30.

Ammonium Sulfate, (bulk), 300,000 Metric Tons, for shipment during November, December and January 1969. Tender # FP4(10)/P11-5(58)/68. Bid deadline Aug. 30.

Tender documents containing specifications and other conditions on above items can be obtained from the India Supply Mission, 2536 Mass. Ave., NW, Washington, D.C. 20008.

### 282 Synthetic materials

**GERMANY**—Synthetic resins such as acrylic resins, cresol resins, laminating compounds, polyester resins, polypropylene resins, polystyrene resins and phenolic resins. Requests price quotations c.i.f. Hamburg or Rotterdam. Requests replies in German. Saeureschutz Rheinruhr GmbH (wholesaler, manufacturer), Postfach 620, 439 Gladbeck. WTD 7/68.

**SWITZERLAND**—Plastics, polyester PVC, shrinkfilms. Direct purchase and agency. Modern Packing Montefiore SA (importer, wholesaler), Via Longhena 4, 6900 Lugano. WTD 7/68.

### 283 Drugs

**SWITZERLAND**—Pharmaceutical, dietetical specialties for sale to medical doctors and through drugstores. Agency and direct purchase. Renapharm, Luc Reinhardt & Cie. (importer, distributor), Baumlihofstrasse 375, 4125 Riehen. WTD in preparation.

Pharmaceutical specialties. Direct purchase and agency. Distropharma, Thomke & Co. (distributor), Morgartenstrasse 9, 3000 Bern 22. WTD in preparation.

● **TUNISIA**—The Pharmacie Central de Tunisie, Avenue Charles Nicolle, 51, El Menzah, Tunis, has issued an invitation for bids for the supply of drugs and pharmaceuticals.

This invitation, bearing the reference HG/pr/RS/MPI/69 No. 16,660, calls for bids on over 200 items, including acetylsalicylic acid granulated, 22,000 kg.; absolute alcohol without aldehyde, 2,000 liters; cornstarch, 7,000 kg.; potato starch, 5,000 kg.; cacao butter, 450 kg.; bismuth subnitrate, 4,000 kg.; calcium carbonate, light, neutral, 2,000 kg.; carbutamide crystalline, white, 1,000 kg.; chloramphenicol bulk, 1,000 kg.; chloramphenicol palmitate, 350 kg.; chlortetracycline bulk, 400 kg.; sulfuric ether, 15,000 liters; glucose anhydrous for injection, 12,000 kg.; glycerine, 15,000 kg.; paraffin oil, 15,000 kg.; castor oil, 7,000 kg.; lactose, 4,000 kg.; lanolin anhydrous, 4,000 kg.; magnesium sulfate, 550 kg.; meprobamate, 250 kg.; oxytetracycline bulk, 900 kg.; phenacetin, 500 kg.; propylene glycol, 700 kg.; sodium bicarbonate for injection, 3,500 kg.; sodium sulfate, 2,000 kg.; sulfaguanidine, 6,000 kg.; and white vaseline, 45,000 kg.

The bid deadline is Oct. 15.

Copies of the tender are available from the Chemicals Division, BDSA, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-2239).

### 284 Soap, detergents, cleaning preparations, perfumes, cosmetics, toilet preparations

**SWITZERLAND**—Cosmetics, toiletries. Agency and direct purchase. Renapharm, Luc Reinhardt & Cie. (importer, distributor), Baumlihofstrasse 375, 4125 Riehen. WTD in preparation.

### 307 Plastic products

**BELGIUM**—Insulation and cushioning material, foamed plastic; building industry, other uses. Direct purchase and agency. Societe d'Acoustique et de Thermique Rationnelles de l'Isolation—S.A.T.R.I. S.P.R.L. (manufacturer, agent), 1 Avenue du General Gracia, Profondeville. WTD 8/68.

**GERMANY**—Miscellaneous injection molded plastic products; plastic novelties, gifts, all types of plastic products for industrial use, semifinished technical plastic products, plastic accessories for photographic industry. Austro Kunststoff-Werk, Heinz Austermann (manufacturer, exporter), 7933 Laichingen, Postfach 32. WTD 8/68

**MALAWI**—Portable foam ice chests, coolers. Requests catalogues. Lalji Kurji Ltd. (manufacturers' representatives, importing wholesalers), P.O. Box 61, Blantyre. WTD 8/68.

**SWITZERLAND**—Plastics hardware. Direct purchase and agency. Zentralschweizerischer Eisenhaendler-Einkaufs-Verband (buying cooperative), Hofwiesenstr. 3, 8042 Zurich. WTD 4/68.

**UGANDA**—Laminated plastic sheets. M.L. Trading Co. (Uganda) Ltd. (agent), P.O. Box 277, Kampala. WTD 5/68.

## 311 Leather tanning, finishing

**FRANCE**—Tanned horse hides, chrome. Theodoridès & Cie. (Ets. N) (wholesaler), 151 Cours Saint-Louis; 33- Bordeaux, Gironde. WTD 8/68.

## 322 Glass, glassware

**MALAWI**—Kitchenware, ovenware. Lalji Kurji Ltd. (manufacturers' representative, importing wholesaler), P.O. Box 61, Blantyre. WTD 8/68.

## 324 Cement

**INDIA**—The Government of India seeks bids on the supply of 50 tons of oil well cement, Class F (API) Dycker-hoff or Halliburton. Suppliers are requested to quote: C&F prices—Unit and Lot; c.i.f. prices—unit and lot. Bids must be received by the Director of Stores & Purchase, ONGC, tel Bhawan, Dehradun, U.P., India, by Aug. 30.

## 326 Pottery, related products

**MALAWI**—Kitchen, ovenware pottery. Requests catalogues. Lalji Kurji Ltd. (manufacturers' representative, importing wholesaler), P.O. Box 61, Blantyre. WTD 8/68.

## 329 Abrasive, asbestos, nonmetallic mineral products

**JAPAN**—Kaolin to be used in pottery, cosmetics, paper industries. Pan Ocean Trading Co., Ltd. (exporter, importer), Central P.O. Box 409, Nagoya, 5-5 Sakae 1-chome, Nakaku, Nagoya. WTD in preparation.

## 331 Steel mill products

**CANADA**—Galvanized steel sheets, gauges 24 to 30, for delivery at rate of 100 tons per month, minimum. Imperial Refractories & Equipment Ltd. (manufacturer, distributor), 160 Roger St., Waterloo, Ontario. WTD 7/68.

## 333 Primary smelting, refining of nonferrous metals

**FRANCE**—Special high quality alloys used as filling metal in welding, brazing, soldering. Direct purchase and agency. Ets. Rebound-Roche (manufacturer, wholesaler), 25 Roches-les-Beaupre. WTD 8/68.

## 342 Cutlery, hand tools, general hardware

**BELGIUM**—Tools: garden, general line. Direct purchase and agency. Compagnie Internationale de Commissions et de Representations-C.I.C.R. (importer, exporter), 49A Rue Gachard, Brussels. WTD 8/68.

**MALAWI**—Hand agricultural sickles; door bolts, door locks, door lock sets; vacuum bottles, jugs. Lalji Kurji Ltd. (manufacturers' representative, importing wholesaler), P.O. Box 61, Blantyre. WTD 8/68.

**SWITZERLAND**—Cabinet, furniture, marine, builders' hardware. Direct purchase and agency. Zentralschweizerischer Eisenhaendler-Einkaufs-Verband (buying cooperative), Hofwiesenstr. 3, 8042 Zurich. WTD 4/68.

## 343 Heating apparatus, plumbing fixtures

**CANADA**—Heating and air conditioning units for domestic, industrial uses. Imperial Refractories & Equipment Ltd. (manufacturer, distributor), 160 Roger St., Waterloo, Ontario. WTD 7/68.

## 344 Fabricated structural metal products

**GERMANY**—Architectural metal work of all types, including grating, grilles, mats, mattings. Bima—Hans Bieg (manufacturer, exporter), 68 Mannheim-Neckarau, Postfach 103. WTD 8/68.

**HONDURAS**—Silos, metal or concrete. Fomento Internacional (manufacturers' representative), 60. Piso Edificio Aseguradora Hondurena, Tegucigalpa, D.C. WTD 4/68.

## 349 Fabricated metal products

**CANADA**—Coils for heating, duct work; to buy in regular quantity with galvanized steel sheets. Imperial Refractories & Equipment Ltd. (manufacturer, distributor), 160 Roger St., Waterloo, Ontario. WTD 7/68.

**NETHERLANDS**—Metal ironing boards with adjustable height and shape with open mesh top; aluminum reel-in clothes line for indoors. N.V. Handelmij. Electro Metaal (importer, wholesaler), 100 Piet Heinstraat, The Hague. Attn. Mr. A.C. van Rijn. WTD 11/67.

**SWEDEN**—Safes for homes, concealed types. Direct purchase and agency. Greger Segerbrand (agent), Klintegardsvagen 43, S-433 00 Partille. WTD 8/68.

## 352 Farm machinery

**HONDURAS**—Complete line of silo machinery, equipment such as silo fillers. Fomento Internacional (manufacturers' representative), 60. Piso Edificio Aseguradora Hondurena, Tegucigalpa, D.C. WTD 4/68.

## 353 Construction, mining, material handling machinery, equipment

**BELGIUM**—Hoists, industrial cranes, electric; bulldozers, shovel, loaders, wheel tractors, stone spreaders. Etablissements Leon Bernard (manufacturer), 184 Rue de Montignies, Charleroi. WTD 8/68.

## 354 Metalworking machinery

**PORTUGAL**—Machine tools, portable power driven hand tools, automotive maintenance equipment. Direct purchase and agency. Costa & Garcia, Lda. (importer), 126 Rua de D. Joao IV, Oporto. WTD in preparation.

**SWITZERLAND**—Metalcutting, forming machine tools, boring machines, brushing machines, cutting machines, metalworking workshop machine tools, threading machines, riveting machines, extruding machines. Direct purchase and agency. Zentralschweizerischer Eisenhaendler-Einkaufs-Verband (buying cooperative), Hofwiesenstr. 3, 8042 Zurich. WTD 4/68.

## 355 Special industry machinery

**NEW ZEALAND**—Machine for pleating manila or similar material in construction of a concertina or expanding file for "A to Z" or "1 to 31" office filing purposes. Dixon (Christchurch) Ltd. (importer, wholesaler), 189 Montreal St., Christchurch. WTD in preparation.

**PAKISTAN**—Catalogs, quotations for a complete plant for canning of tropical fruits including mango, jack-fruit, lichi, guava and papaya; capacity 3,000 cans per day. East Regional Laboratories, Pakistan Council of Scientific and Industrial Research, Mirpur Road, Dhanmandi, Dacca-2. U.S. firms should send copies of their correspondence to American Consulate General, Dacca, Pakistan for information and follow-up.

## U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

**ALBUQUERQUE, N. MEX.**, 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

**ANCHORAGE, ALASKA**, 99501, 306 Loussac-Sogn Bldg. Area Code 907 Tel. 272-6331.

**ATLANTA, GA.**, 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

**BALTIMORE, MD.**, 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

**BIRMINGHAM, ALA.**, 35205, Suite 200-201, 908 S. 20th St. Area Code 205 Tel. 325-3327.

**BOSTON, MASS.**, 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

**BUFFALO, N.Y.**, 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716 Tel. 842-3208.

**CHARLESTON, S.C.**, 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

**CHARLESTON, W. VA.**, 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Area Code 304 Tel. 343-6196.

**CHEYENNE, WYO.**, 82001, 6022 Federal Bldg., 2120 Capitol Ave. Code 307 Tel. 634-5920.

**CHICAGO, ILL.**, 60604, 1486 New Federal Bldg., 219 South Dearborn St. Area Code 312 Tel. 353-4400.

**CINCINNATI, OHIO**, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513 Tel. 684-2944.

**CLEVELAND, OHIO**, 44114, Room 600, 666 Euclid Ave. Area Code 216 Tel. 522-4750.

**DALLAS, TEX.**, 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.

**DENVER, COLO.**, 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303 Tel. 297-3246.

**DES MOINES, IOWA**, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

**DETROIT, MICH.**, 48226, 445 Federal Bldg. Area Code 313 Tel. 226-6088.

**GREENSBORO, N.C.**, 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

**HARTFORD, CONN.**, 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

**HONOLULU, HAWAII**, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Tel. 588-977.

**HOUSTON, TEX.**, 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713 Tel. 228-0611.

**JACKSONVILLE, FLA.**, 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904 Tel. 791-2796.

**KANSAS CITY, MO.**, 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

**LOS ANGELES, CALIF.**, 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Area Code 213 Tel. 688-2833.

**MEMPHIS, TENN.**, 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901 Tel. 534-3214.

**MIAMI, FLA.**, 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

**MILWAUKEE, WIS.**, 53202, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414 Tel. 272-8600.

**MINNEAPOLIS, MINN.**, 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612 Tel. 334-2131.

**NEW ORLEANS, LA.**, 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504 Tel. 527-6546.

**NEW YORK, N.Y.**, 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza. Area Code 212 Tel. 264-0634.

**PHILADELPHIA, PA.**, 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215 Tel. 597-2850.

**PHOENIX, ARIZ.**, 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602 Tel. 261-3285.

**PITTSBURGH, PA.**, 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

**PORTLAND, OREG.**, 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

**RENO, NEV.**, 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702 Tel. 784-5203.

**RICHMOND, VA.**, 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703 Tel. 649-3611.

**ST. LOUIS, MO.**, 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314 Tel. 622-4243.

**SALT LAKE CITY, UTAH**, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801 Tel. 524-5116.

**SAN FRANCISCO, CALIF.**, 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

**SAN JUAN, P.R.**, 00902, Room 190, Post Office Bldg. Phone 723-4640.

**SAVANNAH, GA.**, 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912 Tel. 232-4321.

**SEATTLE, WASH.**, 98104, 809 Federal Office Bldg., 909 First Ave. Area Code 206 Tel. 583-5615.

## 356 General industrial machinery

**SWITZERLAND**—Air conditioning filters, fans, paint sprayers, pumps, spraying outfits. Direct purchase and agency. Zentralschweizerischer Eisenhaendler - Einkaufs - Verband (buying cooperative), Hofwiesenstr. 3, 8042 Zurich. WTD 4/68.

Pumps, compressors, general industrial machinery. Direct purchase and agency. Panelectra AG (importer, agent, distributor), Raffelstrasse 20, 8045 Zurich. WTD 7/68.

## 357 Office, computing, and accounting machines

**GERMANY**—Computing, card punching machines (second-hand). Direct purchase and agency. Burkhardt & Drechsler oHG (wholesaler, importer, exporter), 7051 Neustadt bei Waiblingen, Pirolweg 7. WTD 8/68.

**NETHERLANDS**—Data handling equipment, such as low-cost general purpose digital computers, data transmission equipment, data logging equipment, analogue/hybrid computing equipment, digital control systems. Descriptive literature, price lists desired. Direct purchase and exclusive representation. Groenpol Sales Group, Dept. Sales Promotion, Attn: H. Steinkuhler (importer, wholesaler, exporter, manufacturer), 25 Kabelweg, Amsterdam-Sloterdijk. WTD 2/68.

## 358 Service industry machines

**SWITZERLAND**—Air conditioning condensers, condensing units, evaporative condensers. Direct purchase and agency. Zentralschweizerischer Eisenhaendler-Einkaufs-Verband (buying cooperative), Hofwiesenstr. 3, 8042 Zurich. WTD 4/68.

**FRANCE**—Vending machines, coin-operated, electric, automatic or semi-automatic; primarily hot and cold beverage dispensers; also coin-operated distributors (food, cigarettes), general purpose merchandising machines, display and self-service counters, related up-to-date equipment. Direct purchase and agency. Price lists, catalogues requested. Aquitaine Equipment (dealer), 32 Rue de Bègles; 33-Bordeaux, Gironde. WTD 8/68.

**GUATEMALA**—Block ice-making machine with capacity of 60 to 80 50-lb. blocks per day. Request replies in Spanish. Mr. Luis Rey (manufacturer), El Estor (Izabal). WTD in preparation.

Medium-volume semi-automatic car washing unit. Continental Motores (dealer), Blvd. Liberación 5-45, Zona 9, Guatemala City. WTD in preparation.

## 361 Electric transmission, distribution equipment

**NETHERLANDS**—Phase meters, signal generators and oscillators, measuring bridges, delay lines, integrated circuits, logic circuits, read relays, miniature relays, servos/synchros resolvers, helical potentiometers, connectors. Descriptive literature, price lists requested. Direct purchase and exclusive representation. Groenpol Sales Group, Dept. Sales Promotion, Attn: H. Steinkuhler (importer, wholesaler, exporter, manufacturer), 25 Kabelweg, Amsterdam-Sloterdijk. WTD 2/68.

● **THAILAND**—Supply 12,000 units, conductor spacer for application on 795 MCM, 37 strand all aluminum conductor. Tender No. MEA-PSD-130, bid deadline Sept. 12.

Supply 69 kv transmission line terminal switching station and indoor metal clad circuit breaker control board. Tender No. MEA-PSD-132. Bid deadline is Sept. 26.

Purchase and stores Division, Metropolitan Electricity, 121 Chakraphet Road, Bangkok, Thailand.★ (Telephone: 202-967-4241).

## 362 Electrical industrial apparatus

**FRANCE**—Special high quality alloys used as filling metal in electric welding. Direct purchase and agency. Ets. Reboud-Roche (manufacturer, wholesaler), 25 Roche-les-Beaupré. WTD 8/68.

**GERMANY**—Small synchronous motors for 220 V, 50 c.p.s. and 220 V, 400 c.p.s., size: 10 through 40 mm diameter. Kontrolluhrenfabrik Julius Bauser (manufacturer, exporter), 7241 Empfingen bei Horb/Neckar. WTD 8/68.

**NETHERLANDS**—Test and measuring instruments (for laboratory use mainly), such as X-Y recorders, differential voltmeters, digital printers, microwave equipment, accessories, sweep generators, VLF generators, function generators. Descriptive literature, price lists requested. Direct purchase and exclusive representation. Groenpol Sales Group, Dept. Sales Promotion, Attn: H. Steinkuhler (importer, wholesaler, exporter, manufacturer), 25 Kabelweg, Amsterdam-Sloterdijk. WTD 2/68.

**PORTUGAL**—Electric, electronic, pneumatic and hydraulic process control equipment, devices, telecontrol equipment, electric power relays, static switching and elimination equipment, ventilating and exhaust fans, parts, industrial. Direct purchase and agency. Empresa de Electricidade e Maquinas "Elma," Lda. (importer, wholesaler, manufacturer, sales agent), 60 Rua de Entreparedes, Oporto. WTD in preparation.

Welding apparatus, accessories. Direct purchase and agency. Costa & Garcia, Lda. (importer), 126 Rua de D. Joao IV, Oporto. WTD in preparation.

## 363 Household appliances

**PORTUGAL**—Electrical home appliances, including washing machines, ventilating and exhaust fans, parts. Direct purchase and agency. Empresa de Electricidade e Maquinas "Elma", Lda. (importer, wholesaler, manufacturer, sales agent), 60 Rua de Entreparedes, Oporto. WTD in preparation.

**SWITZERLAND**—Electric housewares, 220 v, 50 cycles, shoe polishers. Direct purchase and agency. Zentralschweizerischer Eisenhaendler-Einkaufs-Verband (buying cooperative), Hofwiesenstr. 3, 8042 Zurich. WTD 4/68.

## 364 Electric lighting, wiring equipment

● **THAILAND**—Supply 4,100 sets preformed armor grip Suspension for 795 MCM, 37-strand all aluminum conductor, complete set include socket eye. Tender No. MEA-PSD-131, bid deadline Sept. 13.

Purchase and Stores Division, Metropolitan Electricity Authority, 121 Chakraphet Road, Bangkok, Thailand.★ (Telephone: 202-967-4241).

## 366 Communication equipment

**NETHERLANDS**—Navigational electronic equipment, micro-wave communication equipment, other electronic transmitting, signaling and detection equipment, apparatus. Descriptive literature, price lists requested. Direct purchase and exclusive representation. Groenpol Sales Group, Dept. Sales Promotion, Attn: H. Steinkuhler (importer, wholesaler, exporter, manufacturer), 25 Kabelweg, Amsterdam-Sloterdijk. WTD 2/68.

## 367 Electronic components, accessories

**SWEDEN**—Three thousand—5,000 units, tuners, FM, automatic frequency control, components for tv, radio receivers. Hammar & Co. AB (agent, distributor, importer), 24 Vanadisvagen, S-113, 45 Stockholm. Mr. Olle Arbin. WTD 12/67.

## 369 Electrical machinery, equipment, supplies

**GERMANY**—Electromedical apparatus; electrotherapeutic apparatus, equipment. Direct purchase and agency. Deutsche Nemectron GmbH (manufacturer, exporter), 75 Karlsruhe, Durlacher Allee 45-47. WTD 8/68.

**MOROCCO**—Machineries for manufacturing of dry cell batteries; raw materials for the manufacturing of these batteries. Request replies in French. Mr. Abdellah Abaakil, L'Electrochimie Africaine, S.A. (manufacturer), Rue des Mimosasa, 1, Tangier. WTD 7/68.

**NETHERLANDS**—Electronic instruments, equipment for medical applications. Descriptive literature, price lists requested. Direct purchase and exclusive representation. Groenpol Sales Group, Dept. Sales Promotion, Attn: H. Steinkuhler (importer, wholesaler, exporter, manufacturer), 25 Kabelweg, Amsterdam-Sloterdijk. WTD 2/68.

**UGANDA**—Christmas tree lighting sets and ornaments (electric). M. L. Trading Co. (Uganda) Ltd. (agent), P.O. Box 277, Kampala. WTD 5/68.

## 371 Motor vehicles, motor vehicle equipment

**SWITZERLAND**—Automotive accessories for passenger cars, sports cars, trucks and trailers, automotive novelties, no chemicals. Direct purchase and agency. Pfister Automotive Management (importer, distributor), Sonnenbergstrasse 38, 5734 Reinbach AG. WTD 1/68.

## 375 Motorcycles, bicycles, parts

**MALAWI**—Full range of simple, very strong, reasonably priced bicycles with full spare parts, accessories, tires. Requests catalogs, price lists, quoting £ sterling. Lalji Kurji Ltd. (manufacturers' representatives, importing wholesaler), P.O. Box 61, Blantyre. WTD 8/68.

## 381 Engineering, laboratory, scientific, research instruments

**GERMANY**—Laboratory instruments, equipment of all types. Direct purchase and agency. Schlieter-Labortechnik (retailer, sales agent, distributor, importer), 7 Stuttgart-Muehlhausen, Aldinger Strasse 104. WTD 8/68.

**NETHERLANDS**—Power supplies, lasers, and related products, scintillators, accelerators, analyzers, radiation monitoring equipment, navigational instruments. Descriptive literature, price lists requested. Direct purchase and exclusive representation. Groenpol Sales Group, Dept. Sales Promotion. Attn: H. Steinkuhler (importer, wholesaler, exporter, manufacturer), 25 Kabelweg, Amsterdam-Sloterdijk. WTD 2/68.

**SWITZERLAND**—Laboratory, scientific, industrial research instruments. Direct purchase and agency. Gemitec AG (importer, distributor), Baslerstrasse 148, 4123 Allschwil. WTD in preparation.

**THAILAND**—Laboratory equipment, supplies for school use, related teaching aids. Direct purchase and exclusive agency. Requests c.i.f. prices, catalogs. Diethelm & Co., Ltd. (importer, distributor), Photographic Department, P.O. Box 14, Bangkok. Attn: Mr. A. Gottsche. WTD 10/67.

### 382 Instruments for measuring, controlling, indicating physical characteristics

**NETHERLANDS**—Data logging equipment, distortion measuring equipment, mainly for laboratory use. Descriptive literature, price lists requested. Direct purchase and exclusive representation required. Groenpol Sales Group, Dept. Sales Promotion. Attn: H. Steinkuhler (importer, wholesaler, exporter, manufacturer), 25 Kabelweg, Amsterdam-Sloterdijk.

### 384 Surgical, medical, dental instruments

**SWITZERLAND**—Veterinary instruments, apparatus. Direct purchase and agency. A. Eisenhut (importer, distributor, manufacturer), Hegenheimerstrasse 22-24, 4000 Basel 9. WTD in preparation.

Medical instruments, apparatus. Direct purchase and agency. Gemitec AG (importer, distributor), Baslerstrasse 148, 4123 Allschwil. WTD in preparation.

### 386 Photographic equipment

**DENMARK**—Screens for home movies, slides. Budtz-Mullers Eftf. A/S (importing wholesaler), 7 Egestubben, P.O. Box 37, 5270 Naesby. WTD 8/68.

### 391 Jewelry, silverware, plated ware

**MALAWI**—Aluminum flatware, forks, knives, spoons for household use. Requests catalogs; quote £ sterling. Lalji Kurji Ltd. (manufacturers' representative, importing wholesaler), P.O. Box 61, Blantyre. WTD 8/68.

### 395 Pens, pencils, office, artists' materials

● **CEYLON**—20,000 red and purple ink ribbons for use in ticket printing machines. Bid deadline 10 a.m. Sept. 11.

Bids should be sent to the Chairman Tender Board, Ceylon Transport Board, 200 Kirula Road, Colombo 5.

Tender documents available from Office of Textiles, U.S. Department of Commerce, Room 5026, Washington, D.C. (Telephone 202-967-5238).

### 399 Manufacturing industries

**UGANDA**—Christmas tree ornaments except electric, glass. M.L. Trading Co. (Uganda) Ltd. (agent), P.O. Box 277, Kampala. WTD 5/68.

### 505 Farm products—raw materials

**SWITZERLAND**—Tobacco, leaf. Hediger Sohne AG (importer, manufacturer), Aarauerstrasse, 5734 Reinach. WTD 7/68.

### 507 Hardware, plumbing, heating equipment

**BELGIUM**—Hardware, tools for builders, plumbers, zinc-workers, plasterers, painters, installers of central heating and bathrooms, tools used in marble, sheet glass industries. Delvaux, Robert (agent, importer), 16 Avenue Cardinal Mercier, Namur. WTD 8/68.

**Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.**

### 509 Wholesalers

**MALAWI**—Full line of used, shop-worn clothing including men's jackets, vests, hats, sweaters. Lalji Kurji Ltd. (manufacturers' representative, importing wholesaler), P.O. Box 61, Blantyre. WTD 8/68.

### 521 Lumber, building materials

**AUSTRALIA**—Douglas fir. Gill & Co. Proprietary Ltd. (importer, retailer, manufacturer), P.O. Box 234 D, G.P.O. Brisbane, Queensland 4001. WTD 7/68.

### 573 Radio, television, music stores

**BELGIUM**—Radios, television sets, record players, tape recorders, high-fidelity equipment. Direct purchase and agency. Le Diapason (agent, distributor), 12 Rue de la Paix, Brussels 5. WTD 8/68.

## Sales Representation

*The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.*

### 202 Dairy products

**MOROCCO**—Milk, powdered, whole. Exclusive agency. Quotations Casablanca. Ets. Berrada & Riffai (agent), 90-92, Boulevard de Gergovie, Casablanca. WTD 7/68.

### 213 Tobacco, snuff

**PANAMA**—Chewing tobacco. Exclusive representation. Tagaropulos, S. A. (importer, wholesaler, retailer, exporter), P.O. Box 4583, Panama 5. WTD 8/67.

### 221 Broad woven fabric mills, cotton

**BELGIUM**—Print cloths, cotton. Representations Augusto Bartolotti-R.A.B. (agent), 45 Blvd. Adolphe Max, Brussels 1. WTD 8/68.

### 249 Wood products

**FRANCE**—Bottle corks. Ets Pierre Remy & Cie (manufacturer, dealer), Rue Ancienne, 28 St Remy-sur-Avre. WTD 3/68.

### 261 Pulp mills, products

**AUSTRALIA**—Paper pulp. Paper Mill & Industrial Supply Co. Pty. Ltd. (manufacturing agents), P.O. Box 187, North Sydney, N.S.W. 2060. WTD in preparation.

### 264 Converted paper, paperboard products

**FRANCE**—School and office supplies such as stationery, paper novelties, paper desk-pads, related items. Laroche-Joubert & Cie. (Papeteries) (manufacturer, wholesaler), 2 Rue Leonard-Jarraud; 16- Angouleme. WTD 8/68.

### 273 Books

**PAKISTAN**—All kinds of books including text, technical, reference books. Paramount Book Corp. (importer, wholesaler), Ashraf Chamber (1st Floor), 66 Jinnah Ave., Dacca-2. WTD 7/68.

### 275 Commercial printing

**BELGIUM**—Decalcomanias, industrial, for transfer on glass, pottery, clay products. Agency for Common Market countries. Landgraf & Co. SPRL (manufacturer), 58 Rue Tout-Vent, Gosselies. WTD 8/68.

### 281 Industrial chemicals

**AUSTRALIA**—Raw materials for paper pulp field, packaging field such as chemicals including sulphur. Paper Mill & Industrial Supply Co. Pty. Ltd. (manufacturing agents), P.O. Box 187, North Sydney, N.S.W. 2060. WTD in preparation.

**TANZANIA**—Wax, hard clay, Vulcafor MBT and DPG for use in industry manufacturing rubber footwear. Requests prices c.i.f. Tanga. Shantilal R. Shah (importer, agent), P.O. Box 729, Tanga. WTD in preparation.

### 282 Synthetic materials

**AUSTRALIA**—Raw materials for paper pulp field, packaging field such as adhesives. Paper Mill & Industrial Supply Co. Pty. Ltd. (manufacturing agents), P.O. Box 187, North Sydney, N.S.W. 2060. WTD in preparation.

### 283 Drugs

**BELGIUM**—Pharmaceutical specialties, new. Exclusive agency. S.A. Belge des Laboratoires Sauter (manufacturer, agent), 51 Rue Robertson, Liege. WTD 8/68.

### 284 Soap, detergents, cleaning preparations, perfumes cosmetics

**BELGIUM**—Perfumes, cosmetics, toilet preparations. Hallaux, Jacques (agent), 24 Rue de la Herse, Boitsfort-Brussels. WTD 8/68.

### 286 Gum, wood chemicals

**AUSTRALIA**—Raw materials for paper pulp field, packaging field such as dyestuffs. Paper Mill & Industrial Supply Co. Pty. Ltd. (manufacturing agents), P.O. Box 187, North Sydney, N.S.W. 2060. WTD in preparation.

### 287 Agricultural chemicals

**PAKISTAN**—Insecticides, pesticides, fungicides, agricultural. Requests catalogs, quotations, c.&f., Karachi. Mohammad Shafi and Sons (importer, indenting sales agent), Hassanally Effendi Rd., Karachi. WTD 6/67.

### 307 Plastic products

**FRANCE**—Bottle caps, molded plastic. Ets

Pierre Remy & Cie (manufacturer, dealer), Rue Ancienne, 28 St Remy-sur-Avre. WTD 3/68.

### 317 Handbags, personal leather goods

**BELGIUM**—Handbags, purses; all material except precious metal. Hallaux, Jacques (agent), 24 Rue de la Herse, Boitsfort-Brussels. WTD 8/68.

### 331 Steel mill products

**PAKISTAN**—Steel rails, allied products for use by Pakistan Western Railway. Requests catalogs, quotations, C&F Karachi. Parvez Trading Co. (importer, indenting agent), P.O. Box 5246, Fadoo Bldg., Bunder Rd., Karachi. WTD 10/67.

### 342 Cutlery, hand tools, general hardware

**TANZANIA**—General hardware. Requests price quotations c.i.f. East African ports. Naran Dahya & Sons (manufacturers' representative), P.O. Box 28, Mwanza. WTD in preparation.

### 346 Metal stampings

**FRANCE**—Metal bottle caps, jar tops. Ets Pierre Remy & Cie (manufacturer, dealer), Rue Ancienne, 28 St Remy-sur-Avre. WTD 3/68.

### 353 Construction, mining, materials handling machinery, equipment

**AUSTRIA**—Machinery and equipment, including auxiliary equipment for construction industry. BIB Bau- und Industriebedarf Gesellschaft mbH (importer, wholesaler, manufacturers' agent), Fuehrichgasse 6, A-1010 Vienna. WTD 7/68.

**PAKISTAN**—Bulldozers, angle dozers, tractor mounted; cranes, shovel, dragline; parts, accessories for these vehicles. Requests catalogs, quotations, C&F Karachi. Sungreen and Co. Ltd. (importer, indenting agent), Green House, McLeod Rd., Karachi. WTD 5/67.

### 355 Special industry machinery

**FRANCE**—Marine evaporators and strainers; saline distillation systems, related filtering devices designed to convert sea-water to fresh. Capacity: 10 to 20 gal./hr. and over. Catalogs, price lists requested. Couach, S.A. (Division Seam) (manufacturer), 125 Blvd. de la Plage; 33-Arcachon, Gironde. WTD 8/68.

**PAKISTAN**—Textile machinery, fiber to fabric. Requests catalogs, quotations. C&F, Karachi. M. Hanifjee Sons (importer, indenting agent), Bellasis St., New Challi, P.O. Box No. 4026, Karachi. WTD 1/67.

### 356 General industrial machinery

**FRANCE**—Hydraulic pumps; jack screws. Office d'Outillage et de Fournitures Industrielles—O.F.I. (importer, dealer), 28, Rue de Sevigne, Paris, 4eme. WTD in preparation.

### 357 Office, computing, accounting machines

**BELGIUM**—Stapling machines, all kinds. Industrial Marking (agent, importer), 15 Avenue Henri Pauwels, Brussels 15. WTD 1/68.

### 358 Service industry machines

**BELGIUM**—Swimming pool filter systems; home pools. Roland, Jean-Paul (business consultant), 13 Rue Vital Francoisse, Marcinelle. WTD 8/68.

Water purification equipment; water filters, softeners, household. Roland, Jean-Paul (business consultant), 13 Rue Vital Francoisse, Marcinelle. WTD 8/68.

**JAPAN**—Room air conditioner. Nozaki & Co., Ltd., Industrial Section (Attn: J. Kataoka) (importer, exporter), 6 Nihonbashi Dori 1-chome, Chuo-ku, Tokyo. WTD 4/68.

**NETHERLANDS**—Household water softeners, household floor and rug conditioners. Exclusive representation. N.V. Handelmij. Electro Metaal (importer, wholesaler), 100 Piet Heinstraat, The Hague. Attn: Mr. A. C. van Rijn. WTD 11/67.

Household and industrial electric floor polishers; industrial electric vacuum cleaners. Exclusive representation. Holland Electro C.V. (manufacturer, distributor, exporter), 2 Marconistraat, or P.O. Box 6016, Rotterdam-7. WTD 8/68.

### 361 Electric transmission, distribution equipment

**ENGLAND**—Expansion of present product range which includes electronic instruments primarily in accurate measurement, generation of frequencies up to 3,000 MHZ; thyristor speed controllers, lighting dimmers. Agency with view to future manufacturing under license. J.A.C. Electronics Ltd. (manufacturer), Station Estate, Blackwater, Camberley, Surrey. WTD 7/68.

## Valuable series

**Which overseas markets have been good customers for products like yours, so that you can select those that show best future potential?**

**An excellent place to start your investigation is the U.S. statistics on exports—the Census Bureau's FT-410 series, which shows exports, by commodity, to country of destination.**

**From these monthly reports, you can learn which of some 169 countries have bought any of more than 3,000 U.S. products. By checking U.S. exports of your products for three or four years, you can determine which countries have been the largest and most consistent markets. In some instances, the FT-410 statistics will also give you an indication of the average price for your product in a given market.**

**"Introductory Guide to Exporting," published April 1968 by U.S. Department of Commerce**

### 362 Electrical industrial apparatus

**AUSTRALIA**—Process systems, instruments, electronic systems, instruments for industrial uses, particularly mining, chemical, petrochemical industries and for scientific purposes. Parameters Pty. Ltd. (importer, exporter, wholesaler, retailer), 68 Alexander St., Crows Nest, N.S.W. 2065. WTD in preparation.

### 363 Household appliances

**NETHERLANDS**—Batteries, electric chimes, bells and buzzers, electric roll ironers, cabinet and table-top type, small and portable type washing machines which fit into water container and handle about 3 to 4 lbs. of washing. Exclusive representation. N.V. Handelmij. Electro Metaal (importer, wholesaler), 100 Piet Heinstraat, The Hague. Attn: Mr. A. C. van Rijn. WTD 11/67.

### 365 Radio, television receiving sets

**PAKISTAN**—Transistorized tape recorders. Requests catalogs, quotations, C&F Karachi. Modern Trading Co. (importer, indenting agent), Mehboob Chambers, Victoria Rd., Karachi. WTD in preparation.

### 366 Communication equipment

**PAKISTAN**—Transceivers, land mobile and marine; VHF communication equipment; and airborne radar, search, navigation. Requests catalogs, quotations, C&F Karachi. Akhtar Trading Corp. (importer, indenting agent), 4 Nadir House, McLeod Rd., Karachi. WTD 10/67.

### 371 Motor vehicles, motor vehicle equipment

**HONDURAS**—Street sweepers, other street cleaning equipment. Exclusive agency. Comisiones Tropicales, S. de R. L. (manufacturers' representative), Apartado Postal 314, Tegucigalpa. WTD 10/67.

### 381 Engineering, laboratory, scientific, research instruments

**PAKISTAN**—All kinds of engineering, scientific, laboratory instruments, apparatus used in schools, colleges, universities. Paramount Book Corp. (importer, wholesaler), Ashraf Chamber (1st Floor), 66 Jinnah Ave., Dacca-2. WTD 7/68.

### 382 Instruments for measuring, controlling, indicating physical characteristics

**AUSTRALIA**—Nucleonic equipment; radio isotope equipment; level switches; isotope automatic sample changer; chromatogram scanner (isotope); modular instruments (nuclear); monitors radiation contamination; ratemeters, scalers, timers—(nuclear); moisture density measurement (nuclear); thickness gauges (nuclear); radiation measuring equipment; analyzer gamma-ray multichannel; geiger counters; scintillation counters; photomultiplier tubes; amplifiers and preamplifiers (nuclear); medical scanners (isotopic); scintillation counters (liquid); isotopes radio chemicals radio isotopes; spectrometers (nuclear) for geophysical prospecting; nuclear data acquisition systems; mineral analyzers (nuclear); industrial process control gauges (nuclear); gamma cameras (medical); scintillation crystals for nuclear particle detection; pulse height analyzers (nuclear); data acquisition systems (nuclear); data handling; solid state detectors (nuclear); scanners isotopic

medical; neutron generators; atomic reactors (pilot educational); neutron activation equipment. G.E.C.-A.E.I. (Australia) Pty. Ltd. (manufacturer), P.O. Box 110, Crows Nest, N.S.W. 2065. WTD 5/68.

Low pressure air and gas controls, gauges. Parameters Pty. Ltd. (importer, exporter, wholesaler, retailer), 68 Alexander St., Crows Nest, N.S.W. 2065. WTD in preparation.

### 394 Toys, amusement, sporting and athletic goods

**BELGIUM**—Swimming pools, related accessories. Roland, Jean-Paul (business consultant), 13 Rue Vital Francoisse, Marcinelle. WTD 8/68.

**THAILAND**—Complete line of educational toys, teaching aids for primary, secondary school use. Exclusive agency. Requests c.i.f. prices, catalogs. Diethelm & Co., Ltd. (importer, distributor), Photographic Department, P.O. Box 14, Bangkok. Attn: Mr. A. Gottche. WTD 10/67.

### 395 Pens, pencils, office, artists' materials

**ARGENTINA**—Office supplies, novelties. Exclusive representation. Cia. Papelera Sarandi S.A.I. y C. (wholesaler), Sarandi 1567, Buenos Aires. WTD 8/68.

**BELGIUM**—Markers, all kinds; stencil cutting machines. Industrial Marking (agent, importer), 15 Ave. Henri Pauwels, Brussels 15. WTD 1/68.

### 396 Costume jewelry, novelties, buttons, notions

**MOROCCO**—All types of buttons, sliding fasteners. Direct purchase and exclusive agency. Quotations c.i.f. Casablanca. Jean Elkouby—Mercerie Jeanel (importer, distributor), 33, Rue de Pau, Casablanca, Maarif. WTD 8/68.

### 399 Manufacturing industries

**PAKISTAN**—Geographical globes for educational institutions. Paramount Book Corp. (importer, wholesaler), Ashraf Chamber (1st Floor), 66 Jinnah Ave., Dacca-2. WTD 7/68.

### 502 Drugs, chemicals and allied products

**BELGIUM**—Pharmaceutical specialties, cosmetics. Chemothera S.P.R.L. (agent, importer), 68 Rue Emile Feron, Brussels 6. WTD 8/68.

### 506 Electrical appliances

**BELGIUM**—Electric household appliances, related equipment. Agency for Benelux countries. Auquit, Maison C. S.P.R.L. (importer, distributor), 87 Rue de Namur, Gosselies. WTD 8/68.

Audio equipment; audiometers, audiometer calibration systems, hearing aids. Agency for Common Market countries. Euraudio—Centre Audiophonologie (importer, agent), 37 Blvd. Audent, Charleroi. WTD 8/68.

### 508 Machinery, equipment, supplies

**BELGIUM**—Lawn mowers, hand and power; mowers, hay; mowers, highway; self-propelled; grass catchers, cultivators, garden. Etablissements Joseph Paulus S.P.R.L. (manufacturer, agent), 12 Place Roggeman, Dison. WTD 8/68.

Perforators, numbering machines, dating machines and devices, canceling machinery, stapling machines. Industrial Marking (agent, importer), 15 Ave. Henri Pauwels, Brussels 15. WTD 1/68.

### 509 Wholesalers

**AUSTRALIA**—Stationery, paper products, playing cards; housewares, consumer items. S. T. Joseph Proprietary Ltd. (importer, wholesaler), 125 Adelaide St., Brisbane (G.P.O. Box 525 H, Brisbane, Queensland 4001. WTD 7/68.

### 524 Electrical supply stores

**BELGIUM**—Cables, fuse boxes, lamp bulbs, lighting fixtures, general electrical supplies. Hallaux, Jacques (agent), 24 Rue de la Herse, Boitsfort-Brussels. WTD 8/68.

### 553 Tire, battery, accessory dealers

**BELGIUM**—Novelty gadgets for cars. Hallaux, Jacques (agent), 24 Rue de la Herse, Boitsfort-Brussels. WTD 8/68.

### 593 Antique stores and secondhand stores

**TANZANIA**—All types, sizes of used clothing. Requests price quotations c.i.f. East African ports. Naran Dahya & Sons (manufacturers' representative), P.O. Box 28, Mwanza. WTD in preparation.

## Leads for Importers

*Commodities are offered direct unless specified*

### 208 Beverage industries

**FRANCE**—Bordeaux wines, red and white, classified and vintage qualities, in 75-centiliter glass bottles. Wholesale exportation, directly to importers or through well-established sales agents. Meyniac & Cie., J. (wholesaler, exporter), 27 Rue Poyenne; 33- Bordeaux, Gironde. WTD in preparation.

### 243 Millwork, veneer, plywood, prefabricated wood products

**FRANCE**—Rotary-cut veneers (French Guiana, Gabon); Kauri peeler-logs, sawn logs (New Hebrides); plywood, plywood panels (Okoumé); chipboard, blockboards. Wholesale exportation, direct, or through well-established sales agents. Rougier & Fils (Etablissements) (manufacturer, wholesaler, exporter) 104 Rue Saint-Symphorien; 79- Niort, Deux-Sèvres. WTD 11/67.

### 284 Perfumes, cosmetics, soaps, detergents, cleaning preparations

**MOROCCO**—Beeswax, processed. Samples, prices available upon request. Taieb Ben M'Hamed Laghrari (exporter), 225, Rue du docteur Baur, angle Rue de Strasbourg, Casablanca, WTD 7/68.

### 289 Chemical products

**IRAN**—Gum tragacanth. S. Mohan Singh Kohli, Seraye Omid (import-export firm), Bouzarjomehri Ave., Tehran. WTD 3/68.

### 344 Fabricated structural metal products

**AUSTRIA**—Spring-operated overhead garage doors with self-supporting guide rails; fully automatic operation, degreased and dip-primed. Single-wing steel doors, double-wing doors; double-wall insulated steel doors for homes, offices. Direct sales or through agents. Felix Waldner (manufacturer, exporter), Kapuzinerstrasse 84a, A-4020 Linz/Donau. WTD 7/67.

### 399 Manufacturing industries

**MOROCCO**—Hand-made rugs, hand-made leather articles, handbags, purses, wallets, camel saddles, footwear; blankets, Moroccan type, brass articles, wood works; dolls, figurines; old weapons. Price list, samples available upon request. A.E.I.—Association Export-Import (import-export), 10, Avenue de l'Armée Royale, Casablanca. WTD 8/68.

### 505 Farm products—raw materials

**IRAN**—Cummin seeds, almonds and pistachios, not roasted and salted. S. Mohan Singh Kohli, Seraye Omid (import-export firm), Bouzarjomehri Avenue, Tehran. WTD 3/68.

**NIGERIA**—Kola nuts, ginger, gum arabic. Samples provided on request. Oshunkeye Brothers & Co. (exporter, printer), 15 Jebba St. (West), P.O. Box 262, Ebute Metta, Lagos. WTD 12/67.

## Visiting Buyers and Officials

*Scheduled arrival dates and U.S. addresses indicated*

**AFGHANISTAN**—Ghulam Reza Arbabzadah, The Heraye Corp., Herat, **interested in selling cashmere wool and buying trucks, jeeps, tires, parts and accessories, lubricating oils, pharmaceuticals, electric appliances, used clothing.** Late Aug. via New York for 2 months. c/o The Trading Company of Afghanistan Inc., 122 W. 30th St., New York, N.Y. 10001, telephone PE 6-8150. Itinerary: New York, Boston, Chicago. WTD 2/68.

**COLOMBIA**—Raul Velasquez De V., Nylon Colombiana S.A. "Colnylon", Medelin, in-


### Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

**terested in synthetic fibers, nylon, polyester, acetate and requesting technical information of market trends of synthetic fibers, industrial processes for fabricating same.** Beginning Sept. via New York for 1-2 weeks. c/o Eduardo Salazar, 276 Fifth Ave., New York, N.Y. 10001. Itinerary: New York, Washington, New Albany, Ind. WTD 3/66 under revision.

**ENGLAND**—G. F. Buckland, Director, Price and Buchland Ltd., Gross St., Arnold, Nottingham, **interested in maintaining and developing business in fully-fashioned knitwear.** Sept. 6 via New York for approx. 2 weeks. c/o British Sportswear Ltd., 1407 Broadway, New York, N.Y. 10018. Itinerary: New York. WTD in preparation.

**GERMANY**—Walter Render, Robert Kloeser and Lothar Diezel, representing Trawigo Suesswaren-Spezialitaeten GmbH & Co. KG, 5102 Wuerselen near Aachen, **interested in agencies for confectionery items for children, chewing and bubble gum.** Sept. 8 via New York for 1 week. c/o Trawigo Suesswaren, Wuerselen near Aachan, Consulate General of the Federal Republic of Germany, 460 Park Ave., New York, N.Y. 10022. Itinerary: New York, Philadelphia. WTD 7/68.

**PAKISTAN**—A. Hamid Adamjee, Adamjee Industries Ltd., Adamjee House, McLeod Road, Karachi, **interested in exporting textiles, importing pulp, asbestos paper, graphite anodes, and requesting technical information on coating of paper and paperboard.** Sept. 1 via New York for 3 weeks. c/o R. E. B. Willcox & Co. (N.Y.) Inc., 225 W. 34th St., New York, N.Y. 10001. Itinerary: New York, Washington, Chicago. WTD 5/67.

**SOUTH AFRICA**—Wilhelm Weber, Director, Elite Clothing Manufacturers (Pty.) Ltd., 413 Voortrekker Road, Maitland, Cape Province, **interested in purchasing denim fabric for work clothing, establishing U.S. markets for his firm's products.** Sept. 2 via New York for 2-3 weeks. c/o American Express Co., 65 Broadway, New York, N.Y. 10004. Itinerary: New York, Los Angeles. WTD 7/68.

**SOUTH AFRICA**—Louis de Leeuw, representing Louis de Leeuw (Pty.) Ltd., and Textiles Reclamation Co. (Pty.) Ltd., P.O. Box 681, Johannesburg, **interested in acquiring agencies for raschel and levers laces for lingerie, plain and printed dacron-cotton fabrics for lingerie, fancy bed sheeting and towels, curtaining which admits light but cuts glare, woolen and printed fabrics for fashion trade especially men's wear, printed mattress ticking for inner spring mattresses, cotton and synthetic thread wastes for manufacture of engineers cleaning waste.** Approx. Sept. 6 via Boston for 1 month. c/o Nichols & Co., 75 Federal St., Boston, Mass. 02188. Itinerary: Boston, New York, Charlotte, N.C., Charleston, S.C., New Orleans, Los Angeles, San Francisco, Chicago, Cincinnati. WTD in preparation.

**VENEZUELA**—Bruno Piol T., Obras de Ingenieria Venezolano, C. A., "Odivenca", Edificio Carini, Piso 1, Avenida Alma Mater, Los Chaguaramos, Caracas, **interested in visiting manufacturers of prefabricated houses with possible interest in a licensing agreement and requesting technical information.** Sept. 1 via New York for 1 month. c/o Mrs. Ida Mazzorana, 88-12 75th St., Woodhaven, N.Y. 11421. Itinerary: New York, San Antonio. WTD in preparation.

# Future Construction

*For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.*

**COLOMBIA**—The further **improvement of Colombia's rail and road transport system** will be assisted by two World Bank loans totaling $35.5 million.

One loan, amounting to $18.3 million, is to help to finance part of the 5-year $81 million investment program of the Colombian National Railroads (CNR). The loan will be made to the CNR and will be guaranteed by the Republic of Colombia.

The other loan, amounting to $17.2 million, will help to finance the construction of sections totaling 317 miles of important trunk highways, construction of a major bridge, and consultants' services for studies, further engineering of high-priority roads, and other work. The total cost of the project is estimated at the equivalent of $39.5 million.

Those interested should contact the International Bank of Reconstruction and Development, 1818 H Street, NW, Washington, D.C. 20006.

**FINLAND**—The **Helsinki subway project,** dormant since 1966, has been reactivated. The original proposal for a 9-kilometer double track is to be extended by 2.6 kilometers and will connect downtown Helsinki from the railway station to the community of Puotinharju, an eastern suburb. Upon approval of this project, which is expected no later than April 1, invitations to tender for the rolling stock will go out. Construction should begin in late 1969.

The following material on the project is available for review in the office of International Liaison and Trade Opportunities Staff, BDSA-618, Room 4057, U.S. Department of Commerce, Washington, D.C. 20230: Space reservations and realization program for the metro in Helsinki; proposal for tender invitation and technical specifications for the metro twin cars and their electrical equipment for the Helsinki rapid transit project.

**GAZA**—The United Nations Relief and Works Agency (UNRWA) has been given $210,000 by the Near East Emergency Donations Committee (NEED) and with these funds plans to construct **additional facilities at the UNRWA Vocational Training Center in Gaza.** Those interested should contact the UNRWA Liaison Office, United Nations, New York, New York 10017.

**ITALY**—Preliminary studies have been completed by the various committees and research groups designated by the Italian authorities to evaluate the possibility of a **bridge connection between the island of Sicily and continental Italy (first reported in** INTERNATIONAL COMMERCE, May 20.

Technical data thus assembled are now before a Committee composed of representatives of several interested Government agencies and of well-known experts and scientists. This Committee will examine such data and coordinate them into a report which will serve as a basis for drawing up specifications for an international contest for "ideas and preliminary projects" for a permanent road and railway connection across the Strait of Messina.

Official announcement of this contest and the governing regulations are expected to be issued within approximately 10 months; i.e., later than March 30, 1969, the date originally set for conclusion of the contest.

Considerable attention is being devoted to the study of the many difficulties involved in construction of a bridge to span the stormy Messina Strait, due principally to the swift flow of tides and the frequency and intensity of seismic phenomena.

According to local press reports, a three-span suspended bridge is likely to be built which would be supported by two towers. Its cost would approximate $500 million and construction would be completed in 1974.

**LIBYA**—The Government of Libya is planning a **major modernization of its two principal airports,** one in Benghazi and the other in Tripoli. The design work is already completed and the project will be put out to tender within the next few months.

The Civil Aviation Department of the Ministry of Communications is studying the possibility of sending a number of its employees to the United States for training. If this develops, it may facilitate the promotion of U.S. communications equipment.

**SAUDI ARABIA**—The Ministry of Agriculture and Water **plans to construct additional dams in the potentially fertile southwestern portion of the country.** These projects may develop into significant trade opportunities for U.S. business.

Italconsult of Milan will design a dam at Abha, near the crest of the mountains in the Asir region of southwestern Saudi Arabia. The plans are to be completed within eight months.

Long-range plans have been formulated for building irrigation dams at four other sites: Bisha, Lith, Qunfadhah and Sakakah.

# New Trade Lists

*The Bureau of International Commerce has published the following Trade Lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-924, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 per list for each country. All are dated July, unless noted otherwise.*

American Firms, Subsidiaries and Affiliates —India .
Business Firms—Republic of Dahomey.
State Trading Organizations—Union of Soviet Socialist Republics.
American Firms, Subsidiaries and Affiliates—Dominican Republic, Aug.
Business Firms—Cyprus, Aug.
Business Firms—Liberia, Aug.
Business Firms—United Republic of Tanzania, Aug.

# New Books and Reports

***Nigeria.* By Walter Schwarz. Published by Frederick A. Praeger. New York. 328pp. $7.50.**

A comprehensive look at Nigeria's past, present and future, this book concentrates on the rise of nationalism before independence, the post-independence crises, and the secession of Biafra leading to the civil war.

Rich in oil, peanuts, cocoa, timber, tin, and palm produce, Nigeria could be the most promising of the new African countries. However, the upheaval in its society and politics makes the future a question mark.

The author has been assistant editor of the magazine *West Africa* and Lagos-based correspondent for the *Guardian*, the *Observer* and the *Economist*.

**Write:** Frederick A. Praeger, Publishers, 111 Fourth Ave., New York, N.Y. 10003.

***American Subsidiaries of German Firms.* By the German American Chamber of Commerce. New York. Subscription: $18.75 for members of the Chamber and $37.50 for nonmembers (price includes annual revisions and supplements).**

This listing of German-owned American business enterprises includes: the name and address of the U.S. firm; the name and city of the German parent company; the amount of direct participation; a coded description of what the subsidiary does; and a brief list of the products or services offered.

The loose-leaf book is not yet complete. Supplements and revisions will be prepared annually to include new firms and their activities, and changes of address and ownership.

**Write:** Publication Division, German American Chamber of Commerce, Inc., 666 Fifth Ave., New York, N.Y. 10019.

***International Trade and Central Planning.* Edited by Alan A. Brown and Egon Neuberger. U. of California, Berkeley. 455pp. $13.50.**

This book consists of twelve essays which grew out of a discussion of foreign trade in the planned economies of the Communist nations.

Chief subjects dealt with are the abandonment of the principle of autarky as a rationale for centrally planned foreign trade; the instability of aggregate trade, commodity composition and geographical distribution of foreign trade that is typical of centrally planned economies; the failure of central planning to realize maximum advantages from foreign trade; the weak bargaining position of a Soviet-type economy after it has developed a capital goods industry and is in a position to export machinery; and the difficulty of replacing a central planning structure with a more flexible one.

**Write:** University of California Press, Berkeley, Cal. 94720.

***International Yellow Pages.* 1968. Published by the Reuben H. Donnelley Corp. New York. 1516pp. $20.**

This is the fifth edition of the classified directory that lists businesses and professional firms and individuals from some 150 countries. The companies are listed under more than 3,000 product and service categories.

The directory is indexed in English, French, German and Spanish. Maps and pertinent information are included for each of the countries covered.

**Write:** The Reuben H. Donnelley Corp., 235 East 45th St., New York, N.Y. 10017.

## NYU law students plan international journal

The New York University *Journal of International Law and Politics*, a new publication edited by students at the N.Y.U. School of Law, is now being circulated on an introductory basis. Contributors to the first issue include alumni of the Law Center, professors, students and private practitioners.

Complimentary copies are available from the Journal of International Law and Politics, New York University School of Law, 40 Washington Sq. South, New York, N.Y. 10003. Beginning with the Fall 1968 issue, the journal will be available by subscription only at $5 domestic, $5.25 Canadian and Mexican, and $5.50 foreign, for the next three issues.

***Overseas Business Reports.* U.S. Department of Commerce. Washington, D.C. 1968. $13 per year ($5 additional for overseas mailing), 15 cents per copy.**

**Establishing a Business in Mexico. OBR 68-43.** 24pp. This report discusses such topics as investment climate, trade factors and legislation affecting investment, business organization, industrial property protection, employment, taxation and basic economic facilities.

**The Power-Driven Hand Tool Industry in West Germany, 1964-67. OBR 68-49.** 10pp. Information on production, imports, exports, consumption and trade patterns is presented as well as tables giving West German tool prices, production figures and import duties.

**The Business Machines Industry in West Germany, 1963-66. OBR 68-50.** 10pp. The position of West Germany in the world computer market, an industry review of previous years, a study of exports and imports, and trade policy and tariffs are covered by this report.

**Basic Data on the Economy of Ecuador. OBR 68-52.** 11pp. Data on geography, population, economic structure, agriculture, manufacturing, and foreign trade is included.

**Write:** Any Department of Commerce field office or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***Agent & Manufacturer Journal.* Published by Agent & Manufacturer Journal, Inc. New York. Subscription: $10 per year, $6 for six months, $2 per copy.**

A monthly newsletter directed to sales agents, manufacturers, distributors, exporters, importers and sales organizations in the United States, Canada and the United Kingdom has just begun publication.

It will act as a clearing house for international traders, putting them in touch with each other, and will publish pertinent information and provide a forum for discussions. Special features in the first two issues include market profiles on Canada and the United Kingdom and a glossary of foreign trade terms.

For a complimentary copy or a subscription, **write:** Agent & Manufacturer, Dept. IC, 205 West 34th St., New York, N.Y. 10001.



☆ U. S. GOVERNMENT PRINTING OFFICE 1968—341-054/7

# Calendar *for international traders*

**CEDAR RAPIDS Ia.—Sept. 12**—International Trade Bureau of Cedar Rapids Chamber of Commerce monthly meeting, Holiday Inn, 6 p.m. Preceded by tour of Highway Equipment Co., 5:30 p.m.

**CHICAGO—Sept. 3-4**—Businessmen's Consultation, **Oliver B. Bongard, Commercial Attache, Taipei/ to the Hague.** Sponsor: Commerce Field Office.

**CHICAGO—Sept. 10**—Automotive Exporters' Club of Chicago, Builders Bldg.

**CLEVELAND—Sept. 6**—Businessmen's Consultation, **Oliver B. Bongard, Commercial Attache, Taipei/ to the Hague.** Sponsor: Commerce Field Office.

**COSTA MESA, Calif.—Sept. 10**—Export Expansion Seminar, Chamber of Commerce, 9 a.m. Sponsors: Commerce Los Angeles Field Office, Costa Mesa Chamber of Commerce.

**DETROIT—Sept. 10**—Export Marketing Workshop, Commerce Field Office, 9:30 a.m. Sponsors: Commerce Field Office, REEC.

**DOYLESTOWN, Pa.—Sept. 9**—Bucks County International Trade Development Assn. monthly meeting, Conti's Cross Keys Inn, 6 p.m.

**KANSAS CITY—Sept. 12**—Export Documentation Workshop, Federal Office Bldg., 2-4 p.m. Sponsors: Commerce Field Office, REEC.

**MEMPHIS—Sept. 5**—Export Workshop, National Bank of Commerce. Sponsors: Commerce Field Office, REEC, National Bank of Commerce.

**MEMPHIS—Sept. 17**—Memphis World Trade Club, Sheraton Motor Inn. Speaker: Stanley J. Buckman, Jr., REEC member.

**MILWAUKEE—Sept. 5**—Milwaukee World Trade Club monthly meeting, Holiday Inn Central. Speaker: Robert J. McMenamin, International Harvester Corp.

**MINNEAPOLIS—Sept. 5**—Market Potential in Denmark, Commerce Field Office, **Robert Brown, Commercial Attache, Copenhagen.** Sponsors: Commerce Field Office, REEC.

**MINNEAPOLIS—Sept. 10**—Small Business Export Expansion Workshop, Holiday Inn-Central, 8:30 a.m. Sponsors: Commerce Field Office, Northwest Orient Airlines, Small Business Administration, Minn. Dept. of Economic Development.

### Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

**Managing Editor,**
**International Commerce**
**BIC-204**
**U.S. Department of Commerce**
**Washington, D.C. 20230.**

**NEW ORLEANS—Sept. 3**—Businessmen's Consultation, **Harry A. Cahill, Commercial Officer, Belgrade/to Montevideo.** Sponsor: Commerce Field Office.

**NEW YORK—Sept. 3**—Foreign Credit Interchange Bureau Round Table Conference on foreign finance, credit, collection, and exchange problems; Ben Franklin Hall; 1:30 p.m. Sponsor: FCIB.

**PHILADELPHIA—Sept. 11**—In-Office Conference on finding a market abroad, 10 a.m. Sponsor: Commerce Field Office.

**PITTSBURGH — Sept. 11**—Export Newcomer Seminar, Rm. 2214, Commerce Field Office, 1:30 p.m. Sponsor: Commerce Field Office.

**PORTLAND, Ore.—Sept. 13**—Businessmen's Consultation, **Robert A. Brown, Commercial Attache, Copenhagen.** Sponsor: Commerce Field Office.

**READING, Pa.—Sept. 11**—Reading Foreign Traders Assn. monthly meeting, Abraham Lincoln Hotel, 6 p.m.

**ST. LOUIS—Sept. 10**—"Show You" Export Workshop, Conference Room, Federal Bldg., 2 p.m. Sponsors: REEC and Commerce Field Office.

**SAN FRANCISCO—Sept. 3**—Businessmen's Consultation, **Thomas C. Stave, Commercial Attache, posted to Tokyo.** Sponsor: Commerce Field Office.

**SEATTLE—Sept. 5-6**—Businessmen's Consultation, **Thomas C. Stave, Commercial Attache, posted to Tokyo.** Sponsor: Commerce Field Office.

**SEATTLE—Sept. 11**—Businessmen's Consultation, **Robert A. Brown, Commercial Attache, Copenhagen.** Sponsor: Commerce Field Office.

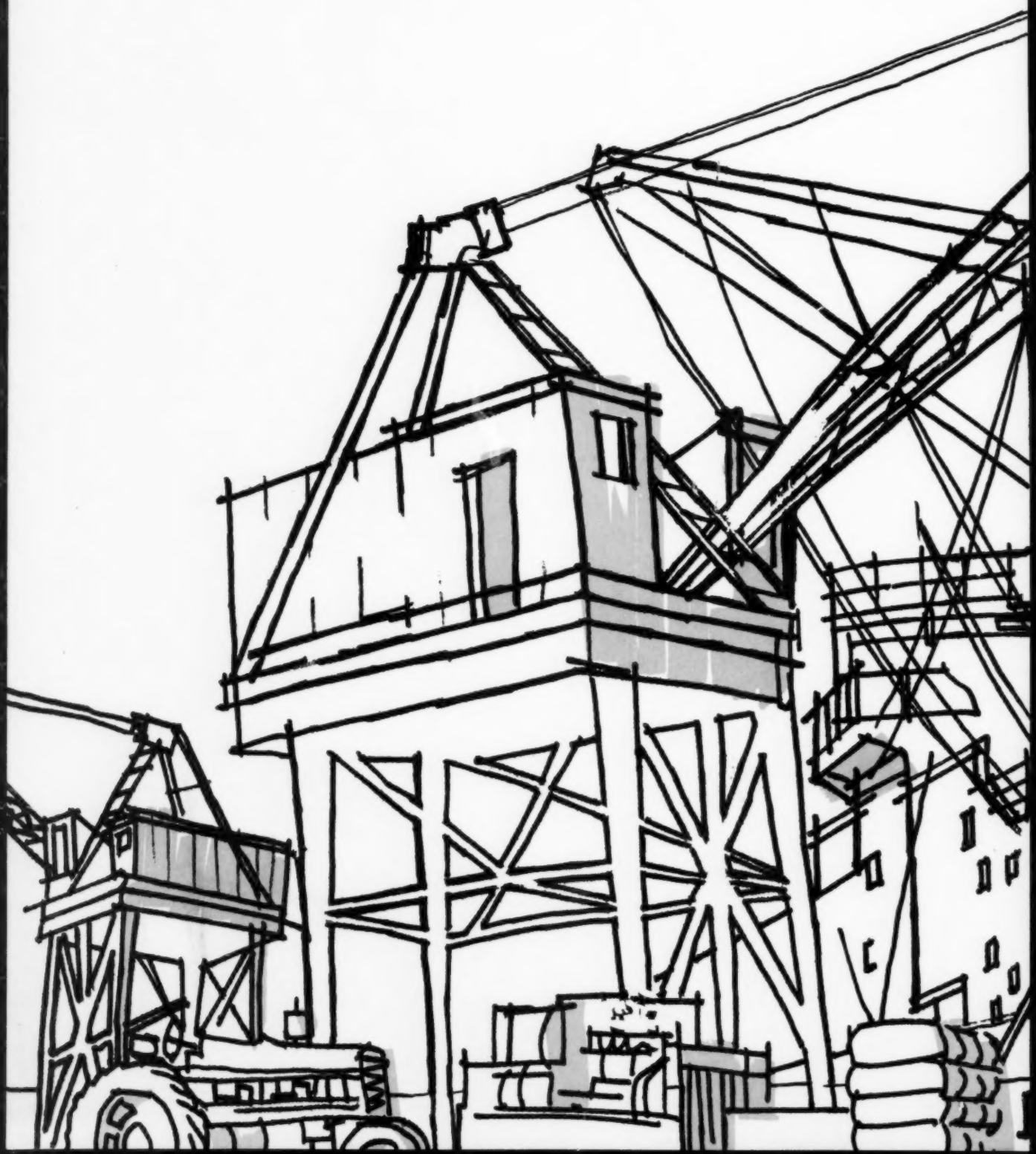
**TRENTON—Sept. 6**—Delaware Valley International Trade Assn. monthly meeting, Don Young's Restaurant, 12:15 p.m.

**WHEELING, W. Va.—Sept. 11**—Documentation & Procedure Requirements for Exports, Wheeling Electric Co. Bldg., 10 a.m. Sponsors: Commerce Charleston Field Office, Wheeling Area Chamber of Commerce, REEC, Small Business Administration.

UNITED STATES
GOVERNMENT PRINTIN
DIVISION OF PUBLIC DO
WASHINGTON, D.C.

OFFICIAL BUSINE

POSTAGE AND FEES PAID
U.S. GOVERNMENT PRINTING OFFICE

First-Class Mail

CR - MAY 46129
UNIVERSITY MICROFILMS
SERIALS SECTION
300 NORTH ZEEB RD
ANN ARBOR MICH 48106